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FEATURING FISH SELLING METHODS

CANADIAN GROCER

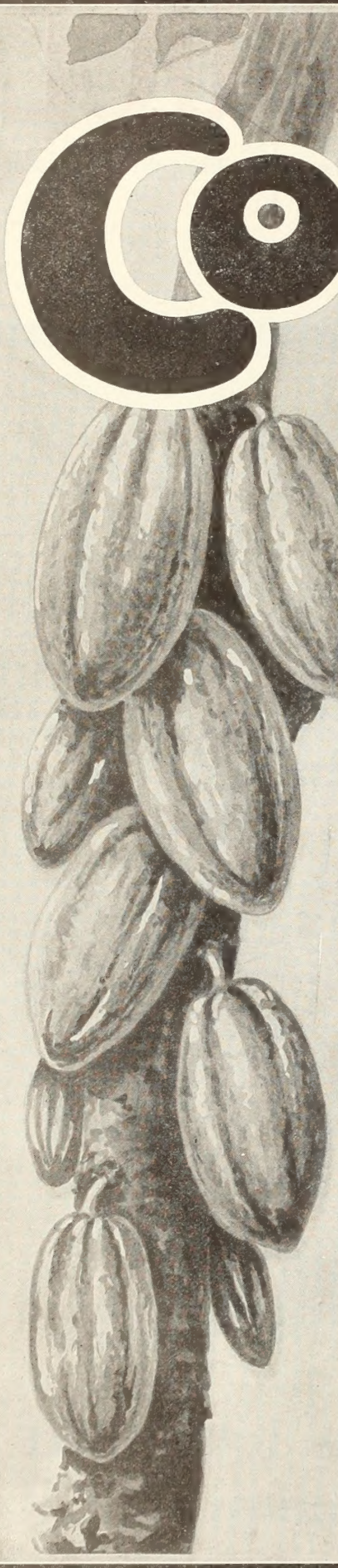
Members of the Associated Business Papers Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, OCTOBER 3, 1919 No. 40

The Package may be imitated but the Contents cannot

COWAN'S PERFECTION COCOA



TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.

MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Reindeer Coffee

and

Reindeer Cocoa

The convenience, economy and deliciousness of these two beverages have won great favor with housewives. Simply add boiling water and a wholesome cup of cocoa or coffee is instantly made.

These two superb brands will reap you big returns—always popular—always up to the high standard of quality that has always placed Borden lines ahead of all competition.

Reindeer Coffee and Reindeer Cocoa should always be on your shelf, Mr. Merchant.

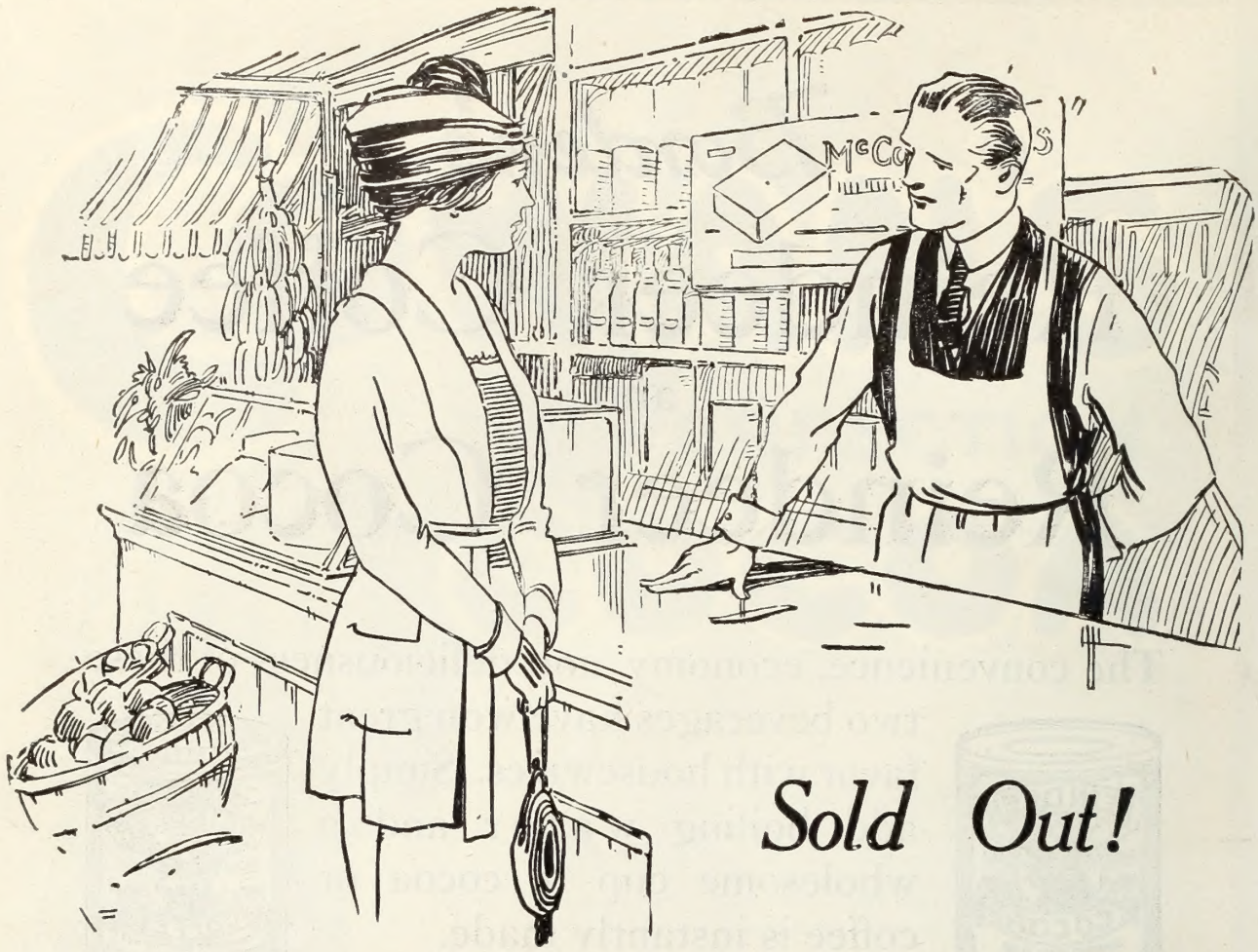
Just tell your customers they're Borden Products.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



"NO, madam, we haven't a package of Jersey Creams left. There is such a demand for them!"

McCormick's
Jersey Cream Sodas

are rapid sellers because of their quality and because we create the market for them, so guard yourself against disappointing your customers.

They are so widely advertised that "Soda Biscuits" always mean McCormick's Jersey Cream Sodas, because your customers naturally want the best.

We produce the highest quality goods, and tell your customers about them.

Stock up now with the goods your customers want.

Rapid Sellers are Money-Makers.

The McCormick Manufacturing Co., Limited
LONDON - CANADA

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY, PORT ARTHUR, ST. JOHN, N. B.

131

CLARK'S PREPARED FOODS

The Popular MADE IN CANADA FOOD SPECIALTIES

Pork and Beans Corned Beef Ox Tongues
Beef Steak and Onions Cambridge Sausage
Boneless Pigs' Feet Potted Meats English Brawn
Concentrated Soups Tomato Ketchup
Sliced Smoked Beef Stewed Kidney Loaf Meats
Spaghetti with Tomato Sauce and Cheese, etc.

Buy Canadian Goods—Keep Canadians Busy

W. Clark, Limited

Clark's

MONTREAL

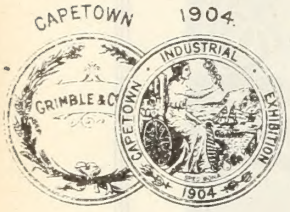
Canada Food Board License No.14-216

BREWERIES { LONDON. EDINBURGH.

Telephone No 2058 Museu
Telegraphic Address.
"BELGRIM, LONDON
A B C. CODE, 5TH EDITIO

MELBOURNE 1888.

KIMBERLEY 1892.



BUENOS AIRES 1910

GRIMBLE & Co. LIMITED,

VINEGAR BREWERY,

CUMBERLAND MARKET REGENT'S PARK

BELGIAN CONGO 1913.

London, N.W.1 4th September. 1919.

HEAD OFFICE.

TO THE CANADIAN TRADE:-

WE DESIRE TO ANNOUNCE THAT ONE OF OUR DIRECTORS IS VISITING CANADA IN THE IMMEDIATE FUTURE.

OUR ENERGIES ARE DEVOTED ENTIRELY TO THE BREWING OF ENGLISH MALT VINEGAR AND WE BELIEVE OUR PRODUCT TO BE THE BEST OF ITS KIND IN THE WORLD.

CANADIAN PICKLERS, WHOLESALE GROCERS, AND OTHERS INTERESTED IN VINEGAR ARE INVITED TO COMMUNICATE WITH GRIMBLE & CO., LTD. C/O THE CANADIAN GROCER, MONTREAL, TORONTO, or WINNIPEG.

Yours faithfully,

GRIMBLE & CO. LIMITED

L.E.G. Piper,

Secretary.

PROPRIETORS OF
THE
EDINBURGH
MALT VINEGAR Co
EDINBURGH.
AND
HUTCHINGS & Co
SPICED VINEGAR BREWERS.
BRISTOL.

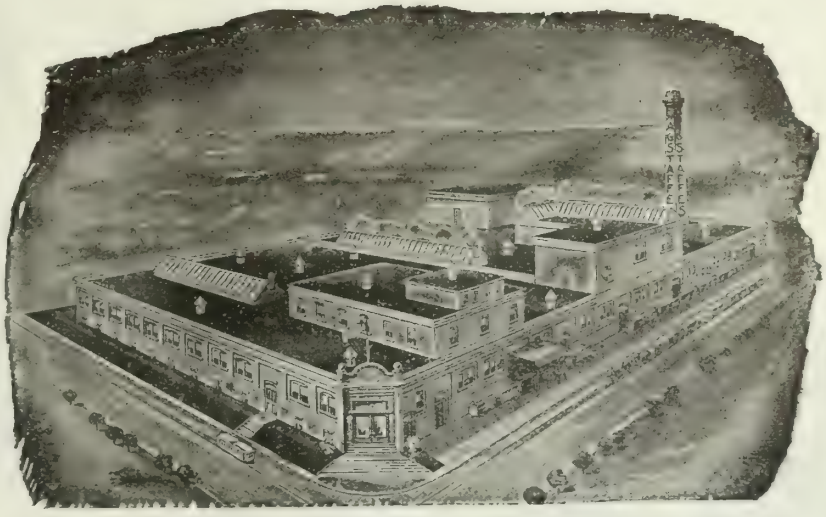
ALL OUR VINEGAR WARRANTED UNADULTERATED.

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

If interested tear out this page and place with letters to be answered.

Then and Now
Macdonald Tobacco Factory

Plug Smoking
- Brier
- Index
- Brtish Consols

Trade Mark Registered

Plug Chewing
- Prnce of Wales
- Crown
- Black Rod (Twist)
- Napoleon

Buy Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

SELLING AGENTS:

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—O. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and North West—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED

MONTREAL -- P.Q.

Sells Easily and Repeats Promptly

Everyone selling KINGNUT Margarin agrees with La Fontaine's Letter

You Should Be Selling KINGNUT

See List of Jobbers Below

F. W. FEARMAN CO., LTD.
HAMILTON, ONT.

SILVERWOODS, LTD.
LONDON, ONT.

MOYNEUR, LTD.
OTTAWA, ONT.

CANADIAN PACKING CO., LTD.
PETERBORO, ONT.

THE BOWES CO., LTD.
TORONTO, ONT.

GUNNS, LIMITED
TORONTO, ONT.

W. G. CRAIG & CO., LTD.
KINGSTON, ONT.

GUNN, LANGLOIS & CO., LTD.
MONTREAL, QUE.

J. B. RENAUD & CO.
QUEBEC, P.Q.

R. B. COLWELL
HALIFAX, N.S.

H. D. MARSHALL

GENERAL REPRESENTATIVE
FOR CANADA

39 MOSGROVE ST., OTTAWA, CAN.

OLIVER LAFONTAINE. JR

DEALER IN CHOICE FAMILY GROCERIES FLOUR ETC

Champlain N Y Sept. 18th, 1919.

Morrison & Reilly,
Malon, N.Y.
Gentlemen:-

A line to confirm my telephone order to-day for four cases of Kingnut.

Regarding your inquiry as to how Kingnut is pleasing my trade, I am pleased to say "it is absolutely the best I have ever sold.

I hesitated to add Kingnut to my line on account of the price being higher than the goods I had previously sold, but am frank to say, it is the best business getter I have ever had in my store, and would say to any live dealer, "By all means get behind Kingnut."

Very truly yours,

Oliver Lafontaine Jr

KELLOGG PRODUCTS, Inc., Buffalo, N.Y.

A Fish Department!
Stocked With Watson's!!
Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herrings at a time.

SMOKED

Kippers
Bloaters
Boneless Herring
Herring Chicks

SPECIAL

Feature Herrings in 10-pound pails.

PICKLED

Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines For You are Well Worth Investigating

WRITE FOR PARTICULARS TO

Watson Bros. Fishing and Packing Co., Limited
VANCOUVER

We Offer:

A Limited Quantity

Stringless Green Beans

No. 2 cans, 2 doz. to case

Choice Quality

As the above are short pack, and goods scarce, can only offer subject to being unsold.

Price on application.

J. W. Windsor, Limited
Montreal

Brunswick Brand

Sea Foods

Be sure to order a large stock of Brunswick Brands to fill the Fall and Winter demands.

The superior quality of Brunswick Brand has been proven by Government analysis to be more nutritious and *less expensive* than imported lines.

More and more, careful and efficient housewives are learning that Brunswick lines stand for *"Supreme* Quality."

Our reputation for satisfaction-giving means much to you. It's a guarantee of that perfect customer-satisfaction that spells bigger sales and better profits.

Make an attractive "Brunswick" display in your window.

Stock up from this list:—

- **¼ Oil Sardines**
- **¼ Mustard Sardines**
- **Finnan Haddies (Oval and Round Tins)**
- **Kippered Herring**
- **Herring in Tomato Sauce**
- **Clams**
- **Scallops**

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Fray Bentos Beef

Ones and Sixes

We take pleasure in announcing that we now have ample supplies of Fray Bentos Corned Beef, 1's and 6's, in store at St. John's, Nfld., St. John, N.B., Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Calgary and Vancouver, and are therefore in a position to make prompt shipment of any orders with which we may be favored.

OXO LIMITED

Montreal
356 St. Antoine St.

TORONTO
441 W. King St.

Winnipeg
Bon Accord Block

WHITE'S BRAND

Solid Meat Oysters

You need oysters to do business, and they need to be RIGHT. Have you ever stopped to think how large a factor NORTHERN GROWN OYSTERS are to you if you use them EXCLUSIVELY, or would be if you do not? They are of good flavor, firm meated, and they STAND UP. It will pay you to arrange your season's supply with us, and use our quality oysters. You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP, if kept chilled, much longer than ordinary oysters. You can order them freely, and, with reasonable care, go through a season making BIG SALES and NO LOSSES.

May we have your oyster business?

White & Co., Limited

Wholesale Fish and Fruit Distributors

Church and Front Sts., Toronto, Ont.

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

NATIONAL FISH DAY

Will be on the 11th of November this year, the anniversary of the Armistice. Now is the time to get ready; it will be the biggest day in the

History of the Fish Business

Get your supplies from the old and reliable *Headquarters.*

We can supply you now with Finnan Haddies, Kippers, Bloaters and Boneless Cod of all kinds, Pickled Labrador Salmon, Mackerel, Split Labrador Herring, Genuine Imported Scotch Herring fulls and all kinds of Fresh and Canned Fish, Bulk Oysters, Lobsters, Prawns, Shrimps, Dows and Scallops.

D. Hatton Company

Montreal

Established 1874

What's your salary Mr. Clerk?

This is not a personal question—ratherdo we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

WALNUTS, BEANS, RICE
PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal. Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO
WINNIPEG

Saskatoon Regina
Edmonton Calgary
Vancouver London, Eng.

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

"and the greatest of these is *cleanliness*"

"Haven't you started to pack yet this season?" asked a visitor at the cannery the other evening. The floors were all freshly scrubbed. The machinery had all been scoured and scalded with live steam, and looked spick-and-span. We do this after each day's run—we are jealous of the good name of "Albatross Pilchards."

Packed by hand by the

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

J. L. Beckwith, Agent, Victoria, B.C.

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND.

We will need the Grocers' friendly co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

Order from your Jobber

'STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

HOPS

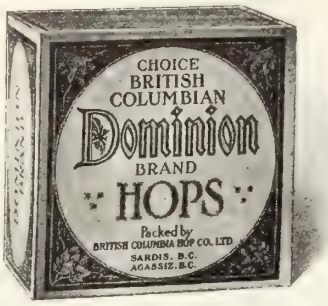
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office: 235 Pine Street San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man. Ontario: Raymond & Raymond, London, Ontario. Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS

Delectable and Dainty Hand Packed BY

The Nootka Packing Co., Ltd.

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by your jobber

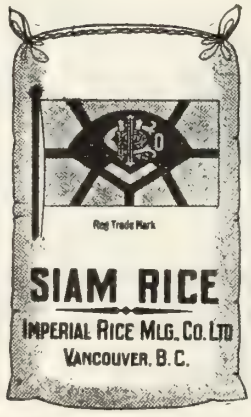
EXCLUSIVE DISTRIBUTORS

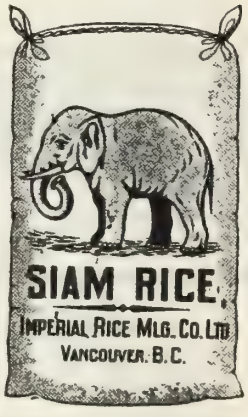
Dodwell & Co., Limited

VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

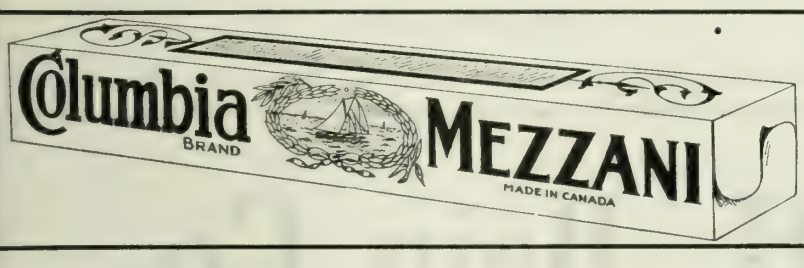
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE **DISTRIBUTING** **FORWARDING**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us. Address:

140 Notre Dame Ave. E., Winnipeg

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Have You Taken Down Your Sign?

A prominent merchant who has made a great success of all branches of his business has said that withdrawing advertising from a good trade paper is like taking down your sign. Advertising to the trade you serve is business insurance, but premiums must be kept up or the policy will lapse.

There never was a time when the trade was keener for business information. That is why the advertising pages of the CANADIAN GROCER are being followed so closely at the present time.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

EL ROI-TAN PERFECT CIGAR

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W. H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

Furnivall's

The Quality that made Furnivall's the leader in Fine Fruit Pure Jams is strictly adhered to season after season and this year's pack is, if possible, better than ever.

Are You Well Stocked?

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Have you got your Fall Supply of Non-Alcoholic Liquers?
S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal. Cable Address, Domtraco.

SILCOCK & DREW
Brokers and Commission Merchants
Grocers' Specialties, Etc.
Established 1897
33 St. Nicholas St., Montreal

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Our Want Column Will Help You

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

COUNTRY MERCHANTS
of Nova Scotia, New Brunswick, Prince Edward Island
Ship us your
Butter, Eggs, Potatoes, Etc.
We pay highest market prices.
SMITH BROS.
7 Upwater St. - - HALIFAX

A New Package—A New Flavor

Introducing **"Quality Oats," a really** different oatmeal, packed in a new, attractive package that's bound to win you big profits and pleased customers.

Made from the choicest rolled oats, scientifically prepared under the most sanitary conditions in our Tillsonburg mill—with **a really different flavor "that makes you want more."**

Write us directly you read this advertisement. Our proposition will be profitable and interesting.

Canadian Cereal and Flour Mills Co.

LIMITED

Head Office: STRATFORD, ONT.

Oat Mill: TILLSONBURG, ONT.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.
Biscuit Manufacturers
READING & LONDON
ENGLAND

"SALADA" TEA
"SALADA" TEA
"SALADA" TEA
"SALADA" TEA
"SALADA" TEA
"SALADA" TEA
"SALADA" TEA
27 Years
of giving consistent good
QUALITY
has earned for "SALADA" the international trade it enjoys to-day.
No matter where it is—in Canada, the United States, South America or Europe—the public shows its appreciation of "SALADA" quality by demanding it in increasing quantity.
TORONTO MONTREAL
BOSTON

EUREKA
PATENTED
REFRIGERATORS

Don't wait until next spring to purchase your

EUREKA

Get it now, while prices are lower than they will be then.

Send for our illustrated catalog and price list.

No. 18 Eureka Refrigerator

Eureka Refrigerator Co.
LIMITED
Head Office: OWEN SOUND
Branches:
TORONTO HAMILTON MONTREAL HALIFAX

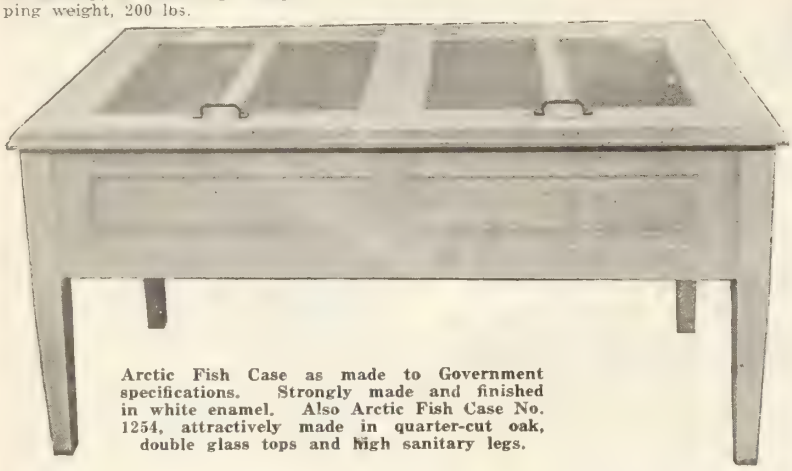
A TRADE BUILDER
Brodies XXX Self-Raising Flour
is sure to build up your trade. You can recommend it to your customers for making delicious pastry, cakes, muffins, pancakes, etc.

Brodies XXX Self-Raising Flour
will help the housewife keep down the cost of living. It goes farther, makes better pastry and is healthy and nutritious.

It's a steady seller and shows a good profit. Order your supply now and be prepared for the demand. Your wholesaler has it, or write us direct.

Brodie & Harvie, Limited
Bleury St., Montreal

As below, 54 inches long, 24 inches deep, 33 inches high; shipping weight, 200 lbs.



Arctic Fish Case as made to Government specifications. Strongly made and finished in white enamel. Also Arctic Fish Case No. 1254, attractively made in quarter-cut oak, double glass tops and high sanitary legs.

Boost Fish

But Boost It Attractively

Who could get enthusiastic over soiled or exposed fish? Fish, if anything, must LOOK fresh and BE fresh if it is going to sell as it ought to right now.

One or more ARCTIC FISH CASES will not only keep your supply absolutely free from spoilage but give you also the big advantage of attractive and clean looking display that should make fish a big seller in your store throughout the season.

Made according to Government specifications and with a view to perfect security and moderate cost. Why not start the season with the biggest certainty of profitable returns?

The ARCTIC Fish Case

Makes the Fish Season Truly Profitable

WRITE AT ONCE FOR CATALOGUE AND PRICES

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE STREET - TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Armour's Veribest

(TRADE MARK)

HAM

With the Stockinet Covering

Whether you sell a whole ham or just a few slices, if it's Armour's Veribest, you are sure of giving your customer absolute satisfaction.

None but the choicest hams are allowed to bear the Veribest brand. Every ham is Canadian Government inspected. And the delicate flavor developed by Armour's special cure is retained and intensified by the Stockinet Covering.

Remember that the same high quality, steadily maintained, that has made Armour's Veribest Ham and Veribest Boiled Ham, food leaders, is also found in all pure foods sold under the Oval Label. Ask your nearest Branch House about them or write us direct.

Armour's QUALITY PRODUCTS

ARMOUR AND COMPANY

Head Office and Plant
Hamilton, Ontario

Branch Houses
Toronto Montreal
Sydney, N.S. St. John, N.B.

Please Your Customers
Protect Yourselves

Kellogg's
WAXTITE
LINES

Are Money Makers for you, and satisfaction for your Customers. No waste and always crisp and always fresh.

Kellogg's
TOASTED CORN FLAKES

Kellogg's
DOMINION CORN FLAKES

Kellogg's
Krumbles

Kellogg's
KRUMBLED BRAN

Made in Our Canadian Kitchens

TORONTO -- CANADA

This signature guarantees all our goods.

Robinson's "Patent" GROATS

and

Robinson's "Patent" BARLEY

These are two products well known to the Canadian consumer. They are two excellent, wholesome, easily digested infants' and invalids' foods which you can heartily recommend. Check up your stock of Robinson's products. Be sure to keep well replenished.

MAGOR SON & CO., LIMITED

191 St. Paul St. West, MONTREAL 30 Church St., Toronto

We'll Sell Your Product in a Big Way

We'll give you every bit of service that a large and well-established organization working under full steam pressure can produce.

We cover Canada from the Great Lakes westward and if your product is in the A1 class (we handle nothing else) we'll push it for you with every ounce of energy we've got.

Our Annual Purchasing Power is Twelve and a Half Millions. Ask us for all particulars.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave. :-: Winnipeg, Man.

CANADIAN GROCER

Vol XXXIII TORONTO, OCTOBER 3, 1919 No. 40

Keeping After Fish Sales

The Canadian Packing Co., Ottawa, Uses Every Means to Keep Its Salesmen Speeded Up—Keeping a Card Index of Customers and Liberal Use of Window Strips Have Been an Element in Building Sales

By T. M. FRASER

THE Canadian Packing Company, Limited, as the old firm of Matthews-Blackwell is now called, has built up a large fish business in the city of Ottawa, and the way they have done it is perhaps best illustrated by the following phrase from one of the periodical circulars which are issued to all the company's branch stores: "Suggest fish to all your customers and endeavor to give them what they want."

The centre of the Matthews-Blackwell (the old name is still more familiar) fish business in Ottawa is to be found in their large space in the city market building, and the personality back of it is T. W. C. Binns, who came to Ottawa from Montreal eight years ago to look after this end of the Matthews-Blackwell business. The firm was then handling fish, but not in a large way as the records of those early years will show. The fish store of the company was then on Rideau street; but in 1913 they had a chance to acquire the present premises in the city market, which they have gradually converted into a clean and modern plant, with cold storage facilities. From it they now supply their chain of retail stores, incidentally picking up whatever business is in sight in connection with the jobbing and hotel and restaurant trade.

Getting the Goods in Best Condition

"I think the main secret of our success in the fish business," said Mr. Binns to CANADIAN GROCER, "has been the constant enedavor to get the goods in good condition, keep and handle them that way, and deliver them to the customer that way also. We have had our own cold storage plant here in which we keep the fresh fish in just the right temperature until we are ready to take it

An effective window display of the Canadian Packing Company, showing the use made of window sticker to catch attention.

out for delivery. Frozen fish are kept in our cold storage plant on Nicholas street."

A Card Index of Customers

"A further fact is the constant and regular use we make of the telephone in keeping in touch with customers." Here he produced a card index. "We keep these cards with the addresses and 'phone numbers of all our customers, and we keep them advised of what we have that is good. If there are two fast days a week for example, we ring them up twice a week; if one, then once a week; or when we have something special. The cafes and restaurants we 'phone daily, and if the store is going to be closed, we let them know a day ahead. When possible we let them know what we are getting in, but supplies have been so uncertain that often we do not know what they consist of until they get here."

"This time of year we sell more lake fish than either Atlantic or Pacific, though not more than both combined.

"We make regular deliveries four times a day. At first it was hard to get the hotels and restaurants to do their ordering for those regular deliveries, but they are on to it now, and we have no trouble.

Advertising and Window Strips Promote Sales

"We run fish advertising each week, and sometimes a special ad., and we make great use of window strips in all our stores.

"Looking back over the sales records, they seem small for that first week in August, 1913, compared with what they are now. Our total business for July of 1919, as compared with July, 1914, for example, was a good deal more than doubled.

"Business this year has not been nearly equal to last, for a plain reason. Last year there were restrictions on the use of meat. Everybody was urged to eat more fish, and a great many did. The Food Board did a great deal to help the consumption of fish by education and advertising.

A Circular From Headquarters

"Each week a circular letter goes out from the wholesale fish department of the company, addressed to its store foremen, keeping their interest up to the mark. Here, for example, is the one issued during exhibition week:

"Store Foreman:

'Dear Sir,—

Exhibition Week

This is the week when every store should notice a decided increase in the turnover of fish, but to accomplish this you must co-operate with your customers.

Now that the weather is much cooler you will not have the same difficulty in handling your perishable goods. Suggest fish to all your returning customers and endeavor to give them what they want.

We have already received a shipment of fresh "Sea Herring," and they were certainly beauties. We hope to be fortunate enough to secure a shipment for this week. At 10c per pound they should sell rapidly. We also had a few Fillets and Finnan Haddies. Those who tried them have asked for more. We are doing our best to have a shipment to arrive at Ottawa Wednesday a.m. ORDER EARLY. Our other expectations include:

Halibut	Red Spring Salmon
Silver Salmon	Flounders
Haddock	Cod
Hake	Skate
Mackerel	Trout
White	Pickerel
Sturgeon	Kippers
Smoked Ciscoes	Bloaters
Sword Fish	Live Lobsters
Frogs' Legs	Eels

What about a half barrel of salt herrings?' "

Mr. Binns complains that the great drawback to the fish business at present is poor transportation. The rates are going up and the service going down.

Market in Teas Grows in Strength

Stocks on Spot Are Being Rapidly Depleted and the Situation in Ceylon Continues to be One of Advancing Prices —Shipments En Route

CONDITIONS point to higher quotations ruling on teas in less than two months' time, importers informed CANADIAN GROCER this week. For a long period the supplies in reserve with importers were very heavy, rendering possible a free outflow to the wholesale trade, and in turn to the retailer. Both the wholesaler and retailer have been loaded with stocks of teas. But the position in the foreign markets throughout the summer, and even yet, has been very strong, with the result that continued buying on a large scale has been discouraged and the reserves have been drawn upon, until now they are pretty well exhausted. The shipments en route are said to be almost nil. The market in Ceylon is influenced by a number of factors that tend to make primary quotations very strong. The most important factor contributing to sensational prices is the rupee exchange situation. The rupee is now quoted at 2s. ½d., and money in Ceylon must be paid in silver and not in gold. Silver that used to be worth only 50 cents an ounce is now quoted at $1.08. The unfavorable balance of trade against Great Britain makes for an abnormal rate of exchange, and consequently enhances the quotations on teas. The advance in freight rates from Ceylon will mean an increase of 3 cents a pound in the price of teas from there. The freight advance in the last three months has been approximately five per cent., and exchange during the same period means an increase in the price of teas ranging from 10 to 25 cents per pound.

The time is approaching when the prices on the Canadian market must reflect the changes that are taking place, and the fact that stocks are depleting very rapidly makes higher prices here likely in the very near future.

The market here for coffees is unchanged. Mild coffees here are scarce, and the ordinary coffees, which have largely been the coffees that have been declining on the New York market, are not sold here to any extent. The spot market in Canada has not been materially affected by the declines in New York, for the reason that spot prices had never reflected the high prices that were ruling at primary points a few weeks ago.

Southern Peanuts Will Sell Cheaper

Market for Most Varieties of Nuts, However, is Very Strong—Bordeaux Walnuts Are Quoted at $1 Per Pound in France —Enormous Demand for Almonds

WHILE the market in nuts is very strong at the present time, and all indications point to a continuance of high prices on most kinds of nuts, there is a likelihood that with the receipt of Southern peanuts, the market for them may become easier. A large importer of nuts told CANADIAN GROCER this week that he was bringing forward a large consignment of Southern peanuts, that ordinarily were not shipped until February. The present quotation on Spanish peanuts is 25c, and these Southern peanuts can be brought in here to sell at 25c per pound.

The situation in French shelled walnuts is so strong as to practically make the importation of them prohibitive. The price asked for Bordeaux walnuts in France is $1 per pound. Export of walnuts was a very large business with France before the war, but importers state that there will not be many brought to the Canadian market at present quotations. One of the reasons for the high prices is the fact that the case in which they are shipped has risen to such a high figure. Where it used to only cost 15 cents, it now costs $1.60. Manchurian walnuts are very firm. A good many houses have been cleaned out of these walnuts and new buying will be at very high figures.

The enormous demand for almonds renders the likelihood of easier prices for them very improbable. New shipments are not expected until about the middle of November. Three crown almonds will likely sell to the trade at from 62 to 65 cents per pound.

The situation in Ceylon, that is the high rate of exchange, etc., affects the market in cocoanut very vitally. Quotations on cocoanut are very strong just now, and the unsweetened stuff is selling at 37 cents per pound.

Epsom Salts Mined in B. C.

New Industry for the Pacific Coast Province — Remarkable Deposits of Pure Magnesium Sulphate Found—Former Supplies Came From England, United States and Germany

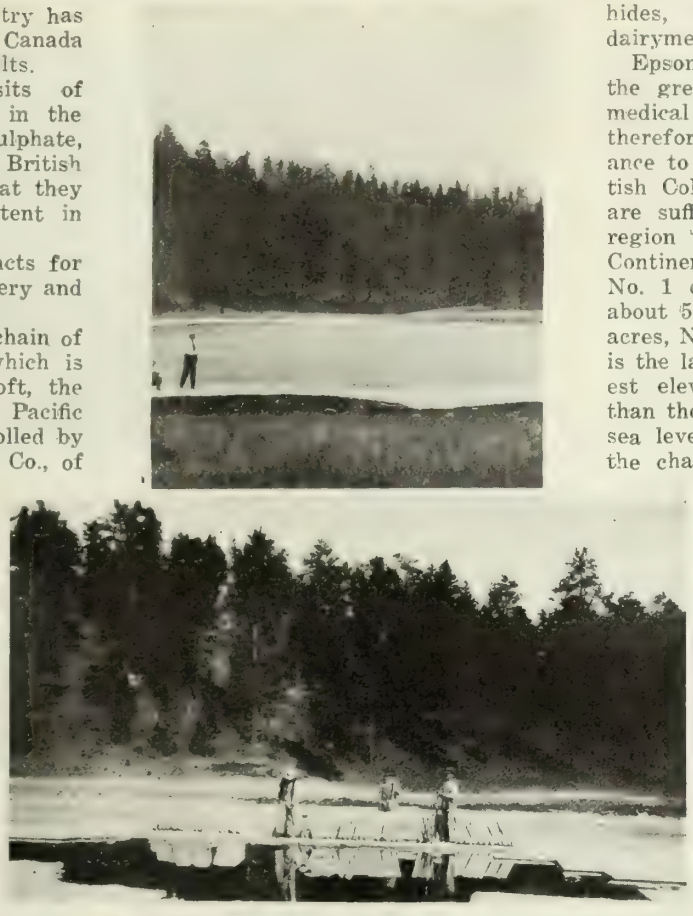
Written especially for Canadian Grocer

A NEW and important industry has recently come to light in Canada —the mining of Epsom Salts.

The discovery of large deposits of these salts, which are known in the chemical world as Magnesium Sulphate, was made a few years ago in British Columbia, but it is only now that they are being marketed to any extent in Canada.

There are many interesting facts for the Canadian trade in the discovery and in the methods of mining.

The deposits were found in a chain of five lakes near Basque, B.C., which is some fifteen miles from Ashcroft, the well-known potato country of the Pacific Coast province. They are controlled by the Basque Chemical Production Co., of Vancouver, and through them a number of Eastern capitalists have become interested, including some in Toronto and in Walkerville, Ont. Among these are R. Pinchin, vice-president and manager of the Ontario Oil and Turpentine Co., Toronto, which firm has control of distribution from Fort William east to the Atlantic. This means that interest in the company are held jointly in the East and in the West.



Top view shows one of the salt lakes; bottom, workers mining Epsom salts in large slabs.

Much Like Lake of Ice

To one who has never seen this interesting phenomenon and who is uninitiated in the matter of mining, the story of the formation of these deposits is particularly interesting. The surface of the salt lake is simply a mass of hard white crystal which at a distance would look not unlike a sheet of ice. From one of the accompanying pictures it will be noticed that men are walking on the lake. Slabs of salts are cut out by saws similar to those used in ice harvesting. Underneath this hard crystal surface is a liquid of the same chemical nature which, when it oozes up and comes in contact with the sun and air, becomes hard and can be cut into slabs just the same as the top surface. The investigations made show that the deposits are at least forty feet deep, and an analysis by a Government analyst shows that the salts are practically 100 per cent. pure magnesium sulphate.

Epsom salts originated, of course, at Epsom, England. This was back in 1618. There the article is secured in form of a brime and has to be chemically treated to form crystals which we have always known as "Epsom" salts. Germany had been one of the big exporters of salts to this country until the war. It was sent over as ballast in ships, and in this way the Germans could undersell Great Britain. Germany practically had the world trade in this article at that time. During the war it has been made principally in the United States by large chemical houses from sulphuric acid, crushed magnesite rock and dolomite of lime.

Among the big users of these salts in Canada are the tanners for tanning hides, veterinaries, poultry raisers, dairymen, and lastly, human beings.

Epsom salts is recognized as one of the greatest remedies known to the medical profession. This discovery is, therefore, bound to be of great importance to Canada and particularly to British Columbia. Experts calculate there are sufficient quantities in the Basque region to supply the North American Continent for an unlimited period. Lake No. 1 contains about 6 acres, No. 2 about 5 acres, No. 3, 4 acres, No. 4, 3 acres, No. 5, 2 acres. Lake No. 1, which is the largest of the five, is at the highest elevation, about 1,500 feet higher than the railway or 2,500 feet above the sea level. Lake No. 5, following down the chain, is some 50 feet lower than No. 1. The distance between the lakes varies from 500 to 2,500 feet. The lakes are of the basin variety and are in the dry belt where the combined rain and snow fall does not exceed 5 inches annually. The deposits are covered with water from 6 inches to 1 foot from the last of March until June or July The hot, dry summer winds evaporate the water very rapidly and during most of the year the magnesium sulphate may be removed easily.

The salts occur in solidified masses of varying shapes and sizes, surrounded by mud rings. Underneath a number of layers is found a solid body of salt. Drilling operations have been carried on to 40 ft. in depth in places.

This is a brand new industry for British Columbia, and one that is undoubtedly likely to have a big future.

W. R. Robinson has sold out his business at 3rd and Maple, Vancouver, B.C., to H. P. Tucker.

Margarine Has Come to Stay

OTTAWA, Oct. 1.—(Special).—It is understood that the matter of legalizing the sale of margarine in Canada permanently is now being considered, and that action will be taken in this direction in the very near future, either by a bill in Parliament or by Order-in-Council. The only opposition to the sale of margarine is from a small section of farmers, and even the opposition from this source is not very pronounced. It is safe to assume, therefore, that margarine has come to stay.

As the admission of margarine was criginally a war-time measure, and as there has been some uncertainty as to the action that would be taken in regard to the product, the Minister and Deputy Minister of Agriculture were approached recently regarding the matter, and while no definite statement was made, the impression was given that the sale of margarine would be definitely legalized, both as to manufacture and importation of the product. Canada is about the only country where opposition to the product exists and the opposition here is growing to be of a somewhat nominal nature.

"Cleanliness" the Fish Man's Slogan

Wellington Fish Market Believes in Using Whitewash Brush and Tanks of Running Water—Food Products Must Be Appetizing to Sell Freely—A Big Future For Cooked Fish

HARRY Woolmer, proprietor of the Wellington Fish Store, 1272 Wellington Street, Verdun, Quebec, believes in the gospel of clean water and lots of it, as applying to the enterprise of fish selling. The accompanying photograph goes a long way toward emphasizing that Mr. Woolmer has practised what he preaches, and the writer can say that the cleanly appearance of Mr. Woolmer's store was fully evidenced in every particular when he called to interview the owner on some aspects of fish selling.

CANADIAN GROCER realizes more and more, that the merchant who is going to handle fish must, in his own interests, pay increasing attention to the elimination of all dirt and muss if his fish trade is to be cumulative, and therefore, increasingly profitable. The methods of Mr. Woolmer have been in effect for some years, and he states that he looks forward to a steady growth on these principles.

No Success Without Water

Mr. Woolmer's arrangements are made with a view to using water liberally—almost lavishly. This water flows from a conveniently located faucet, and a short piece of hose may be attached to convey this elsewhere, if desired. The point is that all fish are cleaned of accumulated slime and scales, and, when dressed, the whole fish is as fresh and free from odor as one could fish it to be. This entails some work—in the case of preparing a fish for the customer, for it takes time to scale and clean a fish, but it pays. The customer will scarcely ever question the addition of a few cents extra for a nice, wholesome fish that is made ready for the fry pan.

Then, that the premises may be wholesome-smelling, Mr. Woolmer engages with the whitewash brush and slaps on many a coat of this inexpensive and germ-killing wall coating. It is really ideal for use in premises where fish are carried extensively. Not only so, but the increased supply of light within the store or workshop makes its use an added economy.

Making Good Display

The Wellington Fish Store is located on a busy business street and in the centre of a well-populated residential district. Within the store a fish case of the regulation pattern and dimensions is used, and Mr. Woolmer takes pains to see that there is no slime or muss on the fish which go to this case. The point should be greatly emphasized that these cases must be clean, always. To make cleanliness possible, the fish that are placed on display should be first taken to the workshop or cleaning room and treated to a good bath. Mr. Woolmer does this, using a stiff bass brush to make sure that the fish are thoroughly cleansed. Thus, when the fish are neatly arranged on the crushed ice in the display case, they are bound to look attractive. When a housewife glances at them she is really invited to buy.

Interior of the Wellington Fish Store, 1721 Wellington St., Verdun, Montreal.

In addition to the one case shown in the photograph, another is placed in the window, and here forms the background for a neat showing of fish. Crabs and lobsters with their red shells, help to make the showing attractive when they are interspersed throughout the case.

Merchant Must Work Hard

There is profit to be made selling fish, but not without considerable real work on the part of the merchant. Mr. Woolmer realizes this, and certainly goes the limit in preparing his fish for the customer.

"Here's the way we do it down here," he stated to CANADIAN GROCER as he proceeded to first clean, then scale, then bone and trim a fine big haddock. And it was some demonstration, for with lightning rapidity was the fish grasped and rushed through the various necessary operations. When completed—inside two or three minutes, it was actually ready for the frying pan, or, if desired, for baking or boiling. And here Mr. Woolmer explained that the little attentions such as asking the customer whether the fish was desired for boiling, baking, frying, or for preparation otherwise, went a long way toward pleasing the patron. It was just as easy, he stated, to prepare the fish as wanted, and the customer much appreciated the attention.

Sells Cooked Fish, Too

The Wellington Fish Store does a unique business aside from the regular counter trade in fresh, frozen and other varieties of fish. This consists in preparing and offering to the citizens cooked fish. That the best facility may be afforded for taking care of this trade promptly and effectively, a huge range of the overhanging "canopy" type is used, and the photograph accompanying bears a clearer description of this than words can convey.

"Some days we cannot supply all the customers for this cooked fish," said Mr. Woolmer. "Some leave their orders in the morning and call for the cooked fish at noon, on their way to lunch. This is a convenient and a cheap way of providing something tasty for the noon or evening meal."

The fish are filleted and then rolled in self-raising flour, being divided into individual portions first. Thus, with bones removed, when the fish is ready for the table, it is in a most palatable and tempting form. The fried batter is light and even luscious in the mouth, and the hot fat—bubbling fat—so treats the little mass of food when it is dropped into the big kettle, that a ball of lovely fish browned "to a turn," and a dainty-looking as a doughnut, and even more palatable.

Sees Big Future

Mr. Woolmer believes that there is a great future for the "fish and chip" business in Canada. In a few places it has already become quite popular, but as Mr. Woolmer points out, it is far from having attained the popularity—this idea—that it has in Great Britain. With the work completed away from home, and with the fish prepared under the best of sanitary and other conditions, there are many who will eventually be won over to this idea. Not only so. Mr. Woolmer points out that the cost, per portion, of codfish or haddock, whitefish or other varieties, so prepared, is very economical. For instance, he sells portions at 5c each, and larger portions could be had for families.

Fillets are very popular, and may be prepared as above. During the war, when there were many munition workers in the vicinity of the Wellington Fish Store, a unique business was done with the workers in light lunches, with this fried fish and potato chips as the basis. "We have sold as many as 300 lunches in one day," said Mr. Woolmer.

Business has grown largely in the past three years. It was pointed out that the excellent food value of haddock, mackerel and flounders make these fish desirable to the consumer because of their lower cost. Salmon and halibut have reached such high levels that they are almost in the luxury class. On some occasions as much as 1,000 pounds of haddock had been ordered from the wholesale in one week.

In cooking fish, city gas is used, and this may be turned on and off at will.

Delivery is made to patrons not too far removed from the store, but Mr. Woolmer endeavors to have his customers carry small parcels and so minimize the expense of delivery.

Fish Sales Average $300 Daily

Mrs. Margaret Chambers Has Developed Big Business in Fish at Danforth and Bowden Sts., Toronto. Her Specialty is Filleting Fish and This Feature Has Built Up Her Trade

SELLING 2,000 pounds of haddock alone, in addition to all manner of other fish, is the record for a week, in the store of Mrs. Margaret Chambers, at Danforth and Bowden avenues, Toronto. Receipts on Wednesdays and Fridays total more than $500, and on other days from $200 to $300. It is three years since Mrs. Chambers opened up in her present place, and her success has amply repaid her efforts. Having learned the fish business in Scotland, where her mother has conducted a store for many years, Mrs. Chambers is an expert in the handling of fish. Her specialty is filleting, and for a long time after opening there she had a hard time to get the people to buy the fillets. Filleted fish was unknown in Toronto, and the difficulties were many in trying to induce people to buy it. However, she persisted. Her store is always well stocked with every variety of fish on the market, but the demand seemed to be only for salmon and halibut. Mrs. Chambers always keeps a good window display, and making it as attractive as possible, she believes, stimulates trade. She kept on filleting a certain amount of fish every day, but for a long time found she was only disposing of about ten pounds of haddock a day prepared in this fashion.

However, Mrs. Chambers stated, the people were finally won to her way of doing it, and now she says they don't want it any other way. Where she used to sell only ten pounds of haddock a day, she now sells 200 pounds, in addition to all the other varieties. Her trade has grown enormously since she first opened her shop, and with her helpers she is kept until midnight on Thursday preparing for the Friday rush. "Last night I filleted 300 pounds of fish," she told CANADIAN GROCER, on a recent Friday, when a representative dropped into the store at a busy hour. "I am now on my second hundred to-day," she added, "and it won't be enough to supply the demand." Filleting fish removes all the bones and make it much more tempting.

Mrs. Chambers believes that there is a great field in Toronto for more fish stores, but she has hesitated to open up any more for the reason that her specialty is filleting, and she has not enough trained helpers to warrant her extending her operations. She is convinced that filleting, once it won favor with the public, has really brought her business to its present prosperous condition.

Mrs. Chambers won a certificate of merit from the Canada Food Board in 1918 for the way in which she complied with its requests. She has sold a lot of Government fish, but, on the whole, she prefers what she buys from the wholesale, and that which she brings in from the Atlantic coast on her own account.

ALMOND CROP THIRTY MILLIONS

The first carload of new-crop almonds was shipped from the warehouse of the California Almond Growers' Exchange, Chicago, August 13. It consisted of 500 bags of Nonpareil almonds and was sold to a New York purchaser. The exchange expects to move almond carloads daily from now on.

The California almond crop for 1919 is estimated at about $3,000,000. The quality this season is exceptionally fine, due to the favorable climatic conditions.

Little Likelihood of Oyster Shortage

Supplies for Current Season Will be Normal—Ten Cents Per Gallon Increase Over Prices of Last Year—Heavy Advance in Carrying Charges

Speaking as to the probable supplies of oysters for the present season, T. J. McKee, manager of the Connecticut Oyster Co., Toronto, told CANADIAN GROCER there was no likelihood of any shortage. The immediate outlook is all right, Mr. McKee stated, but looking to the future, he expressed the opinion that there was a very grave possibility of a curtailment of supplies. Possibly next year, the catch would not be so heavy. This is accounted for in the fact that there has been no spawn since 1914. Every four years there is what is called a "set," and the present "set," from which the oysters are being taken, took place over four years ago. Unless every effort is put forth to carefully preserve the spawn it is going to very seriously affect the supplies of oysters. The tendency is too much in the way of looking after the present, instead of looking to the future, with a desire to preserve the oysters and secure sufficient supplies for the years to come.

50 Per Cent. Increase in Business

Receipts of oysters in Toronto so far this season have been very heavy. Business with the Connecticut Oyster Co. just opened, for the season, during the last week of September, and during that brief period business shows an increase of fifty per cent. over a year ago. The first part of September is generally too warm to warrant the handling of oysters, and Mr. McKee stated that the sale of them, that is of any account, did not start until the end of the month. The advance in the quotations on oysters are comparatively light as compared with other lines of foodstuffs.

Ten Cents a Gallon Higher

The increase this year over the prices of 1919 only amounts to ten cents per gallon. Mr. McKee does not consider this unreasonable, in view of the fact that the carrying charges have almost trebled. In addition to an increase in freight rates, there has also been an advance in the classification. The cost of bunker icing that was previously borne by the railway is now charged the shipper, and the charge has been increased from $6 to $14. The cost of labor has also increased, and this advance, too, has had to be taken into account in the new prices of oysters. Number one cans are quoted at from $3.40 to $4.10. The threes are selling to the trade at from $10.10 to $12, and the fives at from $16.50 to $20. There is an active inquiry for blue points at from $13 to $15.50 per barrel.

Little Export Inquiry

As to an export inquiry from this side for oysters, Mr. McKee did not think there was likely to be any of any account. For a number of years there was an export of oysters from the American Coast, but oysters are now being grown both off the Irish and English coasts. There is in a very small way some export business from this side.

Educate Your Trade--They'll Buy Fish

Per Capita Consumption in Canada Should Be Doubled—Many Grocers Have Made a Big Success and Even Smallest Can in Remotest Towns—Montreal Producer Advises Education

Based on interview with D. J. Byrne and written by A. H. Illsey

MONTREAL.—"If our Canadian people could be made to reach the per capita consumption of fish of the British people, then our trade would develop enormously."

In this statement of D. J. Byrne, general manager Leonard Fisheries, Limited, Montreal, is summed up the importance of education in securing for Canadian fish a larger market, and through this a wider distribution of the profits to be secured through this greatly increased turnover.

Mr. Byrne outlined some important considerations and believes that the grocer, no matter where located, can handle fish—a complete line of it, with decided advantage. The matter of profits which may be derived from its sale is one for the individual grocer to work out for himself. The elimination of waste is, so to speak, "up to him."

Go Get the Business

Probably the importance of getting the business, of actually convincing one's regular customers that they need fish, is of first and primary importance. Mr. Byrne lays great stress on this phase of the development, and since a start has to be made, the consideration of this suggestion, rightly fits in here.

"There are many merchants who have their men go out and take orders for various goods which they sell. In connection with fish the grocer can get a printed list showing exactly what the fish will cost him. He then gets his rate from the express company and can tell, every week, what his supplies will cost. He can, through these salesmen, quote a price on fresh fish or any fish, the housewife thus knowing what her order will cost. If the merchant will work along this line he will soon find that his weekly or twice-a-week supply of fresh fish will not be large enough to meet the demand."

Of course Mr. Byrne did not make this an unqualified statement, as will be seen in the following observations.

This Kills Business

"There are some storekeepers," Mr. Byrne continued, "who get in a supply of fish and put it out in a barn or a shed, lift one of the boards off and take out a fish or two at a time. The case is left there in the dirt and dust. Sometimes the sun is allowed to shine on the supply and the fish loses its freshness and in time becomes spoiled. If the customer gets this it means—'once bitten, twice wise,' and trade is killed."

This bears out the contention which CANADIAN GROCER has made on many occasions, that the success of the individual fish business is to be built upon attention to such details as will ensure freshness in the supplies delivered to every customer—freshness is vital. That it may be maintained is a matter of business arrangement as will be sensed by good grocers. Details must be worked out to suit the needs in a given locality, and of which needs the grocer on the spot is the best and really the only judge.

Build Trade This Way

Mr. Byrne believes that the grocer has a very real opportunity in that he always carried canned and tinned fish as an important part of his stock. To add to these varieties is an easy matter and there is every good reason why smoked and cured fish should be handled. Taking this view of the matter, the grocer might well decide to create a separate fish section in his store, keeping all fish here, the tinned as well as the boxed fish. A little additional space will afford room

The fish department of Almy's, Ltd., Montreal.

for salt and pickled varieties of wholesome fish and there will be no difficulty in making the department really attractive. A scale, suited to weighing out the fish. may be suspended from the ceiling and thus save room. Altogether with arrangements worked out to suit a given case. it will agreeably surprise the proprietor, what an excellent effect has been secured. With a fresh supply of clean wrapping paper the shelves may be fixed up, the cases laced on these, and the tinned fish neatly arranged to "call hither" the housewife who has made a purchase elsewhere in the store. Thus centralizing the stock, it may be possible to place the department under the direction of one salesman. If he becomes enthusiastic, as he probably will, the sales will increase.

Distance No Barrier

Mr. Byrne, in answer to a question of the writer concerning the difficulty that seemed to exist in the matter of securing regular delivery to remote points, said that this difficulty was not a real one. "The supplies are kept fresh in the big refrigerators of the producers and distributors. Express shipments of fish are coming to hand every day. The grocer, no matter if he may be off the main line of railway, can get his fish in first-class condition, just as he may expect to get his meat or other supplies. If he takes care of these when they are received there will be no difficulty."

It was then pointed out that the great success attained by some firms in developing a large fish business was not a surprising thing. Furthermore, Mr. Byrne asserts that the success of others can be duplicated if the development of a fish business is given the attention that its merits, and which is the price that all must pay to attain that success. There are many grocers, it was pointed out, who have developed a very satisfactory fish trade in various sections of the country, profitable trade indeed.

The Question of Profit

One of the questions upon which the writer desired an answer was that as to whether it was possible to secure a good margin of profit if a grocer attempted to enlarge this feature of his business. The reply was definitely affimative, and Mr. Byrne believes that profit is something which the merchant can adjust without much trouble, and that he can obtain a good return over his cost for all the fish he sells. In support of his conviction in this regard he referred to one or two very successful fish-selling enterprises which had arisen from very meagre beginnings. In one case. the business referred to secures big margins of profit—probably 25 per cent. greater than the average store, selling fish And why? Simply as a result of having the supplies fresh, of delivering them in first-class condition, and of not being afraid to ask the price that one should get. After all it is a matter of fixing the price upon the individual order that is reasonably just and there need be no fear but that the profit will be large enough.

An important point to consider here is that the greater number of one's customers one can induce to use fish regularly, each week, the greater and speedier will be the accumulating profits. In addition to this the speeding up of sales will serve to increase one's interest in still improving the fish department, thus attained.

Is Time to Begin

A new venture is usually entertained with some care, and quite rightly so. With October here the grocer should have no fear of making a start or of enlarging upon his present beginnings. With the tinned fish already carried, it would perhaps be in order to make a mental estimate of the space which can be assigned for a "fish department." This done, with a hammer and saw and the assistance of the head salesman, perhaps, or of the window dresser, why not see what can be done to "dress up" a neat little department.

The tinned fish, and other tinned meats, too, will afford a good background for the loose fish of dried, cured or salted kinds. Interspersing these throughout the display, and by "pyramiding" the cans and packages, there is little question but that this department can be made the Mecca, in due time, of the womenfolk. Just make things tasty and neat, keep the flies away and the variety as large as good judgment will suggest, and there will be a surprising increase in the dollars reaching the cash register.

Remember These Things

Do not overbuy. Fish are kept in cold storage from the hour they are received from the fishing grounds. The large jobbers, wholesalers and producers have so arranged matters that the merchant acting as the ultimate seller need not take unnecessary chances with a big supply of fresh fish. or of any variety. The jobber is not anxious that the grocer buy beyond the actual needs of his trade; to desire this would but defeat his own ends. The whole system of distribution must be worked out on co-operative lines, and the fresher the fish is when it reaches the user. the larger buyer will the user eventually be. Therefore, it is the part of wisdom to buy with discretion, in the quantities that can be disposed of, and as often as need be.

Be sure of your ice supply. Perhaps the butcher in your town does not sell fish extensively. He must have ice. If you cannot arrange to get this elsewhere why not arrange to put a quantity each winter with him on a percentage expense basis? In any case ice must be secured. It will preserve the supplies you receive in prime condition.

See that the fish purchased by the womenfolk go to them in the best possible condition. That this may be always accomplished will require that vigilance be exercised. Remove the slime from fresh fish and fresh frozen varieties. If the supply reaches the housewife's kitchen in the proper condition it will reach there in appetizing form. Let this feature have close attention and your effort, coupled with judicious advertising by word of mouth, through the local paper. and the display window, will reveal results that may surprise you. Canada's per capita consumption should soon increase from 28 pounds per capita to 50 pounds.

MR. BYRNE STATES:

1—That if the per capita use of fish were made to equal that of Great Britain, Canada's fish trade would expand enormously.

2—That, no matter how remote, the grocer can, with proper attention, handle all kinds of fish with profits.

3—That greater use of fish would mean economy and, in some cases, food of higher food value than more costly meats.

4—That the grocer can become one of the real educative forces in building up an extensive fish trade.

5—That with meats and eggs high, and likely to be, an opportunity exists for pushing fish sales.

6—That fish should be bought often, to suit one's trade needs, a plan to be worked out to suit individual businesses.

SHORTAGE OF CARS FELT IN ONTARIO

Stocks in Some Canneries Entirely Out —Steel Strike Limited Supply

The shortage of tin plate, caused by the great steel strike in the United States, is causing a great deal of inconvenience among the canners and growers throughout the whole province. The Niagara, Ont., district is especially hard hit, a few canneries being compelled to shut down owing to their stock of cans having become exhausted. The plants of the Dominion Canners at Welland and Niagara-on-the-Lake are closed, and the plant at Jordan Station will have to close to-morrow.

The Schenck plant, in this city, has a sufficient supply for to-day, while the Simcoe plant has by far the best supply, and will be able to keep in operation for a few days to come.

Relief appears to be in sight, which, it is hoped, will care for the large crop of tomatoes in this and other districts. The Dominion Canners were fortunate enough to secure a number of cars of cans in the Eastern States, which are being rushed to St. Catharines and elsewhere for distribution among their many factories.

USE OF CONDIMENTS TREBLED SINCE WAR

The demand for sauces and appetizers is now so great in Great Britain that grocers can scarcely meet it.

"The sale of these articles since the war started has trebled."

Retailers in Arms Against Sugar Price

Can Only Do Business at a Loss on Present Basis—Opinion of Various Dealers on This Vital Question.

TORONTO, Oct. 2.—"The decree of the Board of Commerce which fixes the prodit on sugar is meeting with a great deal of adverse comment from the retail trade," said F. E. Cleland, 400 Bloor West.

"At the present fixed price, we are handling sugar at a loss. It costs us $11.21 per cwt., and we are supposed to sell it again at 12½c a lb. As a matter of fact, we are charging 13c, and even at this we will not break even. To run an average business in Toronto costs from 18 per cent. to 20 per cent. If we sell sugar at cost, or a trifle below, some other commodity must be advanced in price. We feel that supply and demand ought to be taken into consideration in a question of this kind."

Items That Make the 1c Profit Negligible

"In fixing the profit on sugar at an advance of one cent on the invoice cost of goods, the Board of Commerce have overlooked several important items that enter into its price to the dealer," said W. J. Parks, 473 Bloor West. "A 100-lb. bag does not yield 100 lbs. for sale. In our experience, at least 2 per cent. is lost in handling. To-day a 100-lb. bag costs $11.21. To that we must add 7½ per cent. for delivery. Bags and twine are other items to figure on, and both have advanced over 300 per cent. within the last few years. Rent, labor, store fixtures and many other things—all have doubled, sometimes tripled in value.

"At 13c I figure that I may make a very small margin of profit—perhaps 5 per cent."

"Where will the remaining 15 per cent. for running expenses come from?" he was asked.

"Well, that is something I am puzzling over right now," was the reply. "To carry sugar nowadays is merely a courtesy toward our regular customers. There is nothing in it for us."

Can Only Handle at a Loss

Mrs. A. H. Moore, of 1261 Bloor W., was equally emphatic.

"At the present fixed price of sugar we can only handle it at a loss. If it were not to oblige my customers of long standing I should discontinue the sale of it altogether. I find that in handling sugar we lose from 2½ to 4 per cent. on every 100-lb. bag. The prices of bags and twine have advanced to such an extent that a selling price of 12½c to 13c a pound leaves us an almost negligible profit."

Mrs. Moore's is practically a cash and carry business, so that her computation makes no allowance for delivery.

No Allowance Made for Investment in Goods and Credits

C. Barrett, 1193 Bloor W., endorsed the statements made by the grocers of his locality. "Not only have we to meet a greatly increased cost in connection with the handling of sugar, but few people stop to consider that our money is tied up for some time in the goods. Those of us who have a credit system are at a special disadvantage. Our profits on sugar in the palmy days when sugar sold at $5 a cwt., never were in proportion to the cost of running a business. To-day at from 12½c to 13c a pound, we are lucky if we make 5 per cent. on sales."

F. Aitcheson, 1100 Bloor West, declared that at present prices the margin of profit was so small that he only carried sugar to accommodate his customers, and that he could not do this very long unless prices changed.

Never Any Profiteering on Sugar

Fleming Bros., 1022 Bloor W., are charging 13c per pound, and, at that rate, reckon they are making about 8 per cent. on sugar. This cost of operating a business is in the neighborhood of 14 per cent. Mr. Fleming feels that an injustice is being done the retailer. "There never was any profiteering in sugar," he smilingly remarked, "nor is there likely to be. At certain seasons the demand naturally tends to inflate prices for a time, but there is too much competition to maintain these so-called 'peak' prices when the call for sugar has passed."

B. Kelly, 237 Clinton Street, feels that the retailer is being unfairly treated. "If prices of sugar and other articles are to be fixed, why not begin with the producer?" One cent per pound fixed profit is a farce. At that rate we are making nothing. Every line of goods that we handle, everything we need in our business, has advanced enormously. Only by the closest figuring can we hope to make our store pay. In these days, when every man is demanding a living wage and an eight-hour day, the grocer alone is at a serious disadvantage. Far from making money at the present time, the retailer is losing. When he dies penniless, people remark: 'Poor fellow, it was too bad.' Sympathy does not help a business; fair prices do, however. If things keep on as they are I'll have to discontinue handling it."

Will be Harmful to Business

F. J. Bowley, 338 Manning Ave., pointed out that certain staples such as bread, sugar, etc., never did yield a profit equal to the cost of handling. Under present conditions, if the retailer continued to carry sugar, etc., in stock, he must advance the price of other articles. Such discrimination, he felt, would hurt business and place very many retailers at a serious financial disadvantage.

Thinks of Charging for the Bags

G. L. Dean, 385 Harbord Street, said: "I feel that under present conditions I must quit handling sugar or charge extra for the paper bag, over and above the one cent allowed as fixed profit."

Isaac Jeffs, 583 Crawford Street, is charging 13c for white and 11c for brown sugar. He claims that he is losing money.

H. S. McCabe, of 1148 Bloor West, is of the opinion that the retailer ought to handle only cartons, which would enable him to make a certain definite profit.

Made Too Small Allowance for Overhead

The consensus of opinion is that the Board of Commerce has made too little allowance for overhead expenses in retail stores, and that a fixed profit for sugar or any other staple commodity, means a shifting of prices inimical to the sale of other lines. If, because of a fixed price, a grocer is forced to mark up certain other lines in order to meet running expenses, these lines are likely to move slowly, or not at all. The dealer must then impair his credit with the wholesaler, discontinue to stock articles not yielding a reasonable profit—a serious inconvenience to the householder—or go out of business.

CANADIAN GOODS WANTED

Cyril A. D. Chase, representing the Anglo-West India Agency, Bridgetown, Barbados, B.W.I., is coming to Canada this month to endeavor to establish connections for the representation of Canadian goods in the Barbados. Mr. Chase left there about September 30. His company points out in a letter that he will be visiting the Toronto office of the MacLean Publishing Company. Any Canadian manufacturer interested in export trade with the British West Indies and who would like Mr. Chase to call on them while in Canada should write him c/o this paper and the MacLean Publishing Co., University Ave., Toronto.

The Anglo-West India Agency will establish branches in Trinidad, Demarara and Jamaica on the return home of Mr. Chase. They are endeavoring to secure the agency for all classes of Canadian manufactured goods.

HUDSON BAY FISHERIES

The fisheries of Hudson Bay are very extensive, and the food fish found in abundance include the Arctic salmon, which resembles the British Columbia variety; the sturgeon, cod, and whitefish, which is the most abundant and valuable fish of that region. The Beluga or white whale is numerous and several varieties of seal are found, as stated in a bulletin issued by the Department of the Interior.

Are My Computations Incorrect

One Reader Says So—Some Consideration of the Points of This Objection

By HENRY JOHNSON, Jr.

A CORRESPONDENT, who signs himself Chester Cooper, writes thusly—and I quote him because endorses his letter: "For publication desired."

The CANADIAN GROCER, under te of June 21, contains an article writ- n by Henry Johnson, jr., purporting to ow the impracticability of our present ethod of percentage computation. A reful analysis of his writings and gures will show that while there may a better way, he has failed to produce

First let us remember that our hools have been very successful in- lcating into the minds of our pupils ethods that have caused great ad- ncement in mathematics. Boys and rls have grown up to be wonderful lculators. Great things have been complished in the arithmetical field. ll this speaks well for our schools.

To be sure, if we judge methods ught in the schools by our failures in siness it would not seem so satisfac- ry, but while doing that we must re- ember that the keener the judgment our business men the mightier are the oblems that confront us.

The fallacy in Mr. Johnson's logic is und in his attempt to shift the base of mputation from the cost to the sell- price. The article in question says at the right way to figure margins is the selling price, not on the cost, be- use expenses are always figured on e sale. Now, such is not the case; ite the contrary, the sale is always gured on or by the expense and cost mbined. While his objective is the me, his methods are quite different, nd much more confusing than the pres- nt method in vogue.

The word margin is not entirely nonymous to our common term per nt. of profit. Buyers use the word argin as applied to the difference be- ween the cost and the selling; especi- lly hog or cattle buyers, who have arned how much must be made to as- ure them a safe profit; this they call argin. Mr. Johnson uses it as per nt. based on the selling price.

Here is example as was given: Arti- e cost $1.70. Margin desired, 32. to nd the selling price which is $2.50. No- ce his step. Deduct 32 from 100 and ivide cost by result. The thing I wish show is: He already has the neces- ary figures with which to work in or- er to get $2.50. Ordinarily, we would ake the per cent. of profit which we ad previously adopted and make quick ork in getting the selling price. A uicker method cannot be found. The hifting of the base is merely a mat- er of choice, in either case we arrive t the same conclusion.

In order to be consistent in his logic e must assume a selling price calling it 100 per cent. Now we have given the cost $1.70, the margin 32, and the assumed S.P. 100 per cent. Looks like one ought to be able to get results with that much data. Of course, his reasoning is correct, but logic poor. Why shift the base of percentage? Surely he did not accomplish anything from the standpoint of brevity.

Many have tried to introduce a so-called short-cut method, and because a little time was eliminated they proceeded to lambaste the schools. However, in this case no time was saved; rather, it is a longer process. Take for granted that this method is a success for an ordinary business man—just try convincing the banker of the simplicity of such a system and hear what he says.

Old Habits Hard to Change?

May I be pardoned if I say that a careful analysis—in fact, several of them—of Mr. Cooper's letter, fails to reveal very clearly the cause of his complaint or even its exact nature? Yet that is not very remarkable, nor is Mr. Cooper to be blamed for it. Rather let us sympathize; for he has tried to cover in a single letter a subject which has been treated from many angles by many writers for many years—myself among them. And it takes a lot of thought and great care to make it all clear; though, like most other things, it is simplicity itself, clear as limpid crystal, once it is grasped.

Maybe I can help him out a bit.

Let me, then, be "consistent" by making it clear—as perhaps I did not in my former story—that the theory on which margins are computed on the sale is based on a sale price of 100 per cent. Thus what we get when we make a sale is 100 per cent. and 100 per cent. is all we get; and, as cost, expense and profit must be in that 100 per cent. and each is a part of that 100 per cent., it must follow that one never can make 100 per cent. margin or profit.

Process to Find One Per Cent.

In the example given of goods costing $1.70 on which a margin is desired of 32 per cent., we take the 32 from 100, leaving 68. This, because, with a sale price of 100 per cent. and a margin of 32 per cent., the cost must be 68 per cent. of the sale price.

Then we divide the cost, $1.70, by 68 to find what one per cent. of the sale prices. This we find to be 2.5 cents, or 2½ cents, and since the 100 per cent. must be one hundred times one per cent., we multiply the 2.5 cents by 100 and so get the sale price of $2.50.

Of course, it is plain, as Mr. Cooper says, when you have all the figures given. So is the "answer" in the arithmetic. But we go through the process to familiarize ourselves with it that we may use it on other figures for which we have no answer.

Mr. Cooper might take that same $1.70 and tell us what we must sell for to make 44 per cent. margin; 51, 39, 23 per cent. on the sale. But he must use some process other than one I have used, and he must show what his process is. Then if it proves to be better in any way—either in time saving, or greater accuracy, or clearer, or in any other way an improvement, we shall jump at it pronto, believe me!

I am not out to prove anybody right, nor to show how smart I am. I seek only truth and try to spread it where I may. New ways and better ways are devised daily, and we want to use 'em as fast as possible. If I have not produced a good way, then let us see one, and we shall all use it on the drop of the hat!

School Criticism Stands

My criticism of the schools was confined to just one point, and that is a vital one to business men. "If we are to judge by our failures in business," says my critic. Well, is that not enough? Whenever a man or a boy or girl gets into business and begins to learn the way to compute margins used by the successful ones everywhere, he or she must drop a lot learned in school and begin over again.

As for my authority to advocate the plan I stick to, refer to the big men of the country, to your own jobbers, to Marshall Field & Co., to all the mail-order houses—the big ones, that is, to the chain stores, to all big, progressive, successful merchants. The clincher might be the Food Administration, composed of the biggest, brainiest men in business. The rules promulgated by the food people were all predicated on computation of margins by the sale price.

Necessarily, I must cut short detailed expounding of all this, for to cover every point would fill a book; and most merchants already accept the plan as sound, even if they are not very expert in its application, so there is no need to write much by way of excuse or apology for advocating this way of figuring margins.

Meaning of Margin, Profit, Etc.

Mr. Cooper may have missed former papers of mine wherein I have explained about margin and profit. But he may go to Webster's dictionary and find margin properly defined about this way: "The difference between cost and selling price from which, after expenses are deducted, a profit may be realized." So I call margin the total difference, or spread between invoice cost and sale price, and Mr. Webster is further correct in thus hedging—"from which a profit

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CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - Vice-President.
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COURTESY IN BUSINESS

DON'T regard the traveller as an intruder. Modern commercial conditions have made him almost as important a factor in the business world as the retailer. His business is honorable and he has a legitimate claim on your time and is entitled to be received courteously. If you do not have time to talk to him just when he calls tell him so and tell him in such a way that he cannot help seeing that you would gladly talk to him if you could. Make an arrangement to see him later. If he has a new line, listen to him for there may be some good profit in it for you. If he has goods that you do not need you can tell him so courteously.

GET THEM TALKINNG

"IF a customer does not ask questions I know I am not interesting him," said a merchant to CANADIAN GROCER recently. "One of the biggest points in salesmanship is to hold the interest of people. There are times when it is necessary to talk briskly in order to get people started, but I find that the majority of customers, especially women buyers, want to hear all about whatever they are planning to buy. Salesmanship is a real art and the man who succeeds best must use his own judgment when to talk and when to listen. Some salesmen think they have to overwhelm prospective buyers with a flood of talk. This is a mistake. I have obtained the best results by letting the buyer ask questions and then answering them carefully, never trying to force matters."

WE CAN'T AFFORD THIS

CANADA'S fire waste in spite of our enormous resources is suicidal, and if continued means only one thing, an enormous and unnecessary drain upon every man, woman and child in the country. Because it does not appeal to them personally, the great majority of people fail to realize that they suffer every time there is a fire loss. The whole country is just that much poorer every time property is destroyed. It can never be replaced. The insurance companies may pay for it but they cannot bring it back and the great mass of people provide the insurance companies with the money. Every merchant who carries insurance provides for it in his overhead and the consumer pays. Last year Canada's fire losses were almost $34,000,000. This year it is not expected they will be quite so large. One of the reasons for the reduction is the attention that is now being given to the problem of checking fires. Every merchant in the country can do his share in this good work and it is to his interests to do it.

Editorials You Should Read

FALSEHOOD AND TRUTH

PROFITEERING is the most lurid and offensive factor in raising the cost of living, but the fact that it is a minor factor compared with the world-wide shortage of materials should be realized more generally than it is.

Platform oratory clusters around the sensational. Men find it easy to weave explosive and arresting phrases aimed at the profiteer. The public loves to be told the "something for nothing" story and, besides, there exists intense and quivering indignation at suspected robbery in some cases which, naturally, pants for expression in strong language.

Nevertheless, it is a crime to deceive the people into a belief that any force other than greater production will really remedy the present condition. It is public disservice to invite a faith in anti-profiteering crusades as remedial measures which cannot be justified by experience and which, widely depended upon for betterment, may interfere with general and energetic acceptance of the basic duty, which is production.—"The Montreal Star."

What Are the Powers of the Board of Commerce?

This is a Question That is Being Frequently Asked. It is a Question About Which There is Some Doubt. The Actual Powers of the Board and the Authority Under Which It Gets Its Powers Are Here Stated

THERE has been some uncertainty in regard to the powers and jurisdiction of the Board of Commerce. There are some who are inclined to doubt that it has the powers that the commissioners are claiming for it. There can be no real doubt on this score. The scope of its operations and its powers have been very definitely set by two acts recently passed by the Dominion Parliament.

"The Board of Commerce Act" and "The Combines and Fair Prices Act" were passed at the last session of the Dominion Parliament and came in force on July 7, 1919.

The Board of Commerce of Canada is a tribunal created under this act to enforce the terms of the "Combines and Fair Prices Act," which act relates not only to fair prices, but defines the offences relating to combines, mergers, trusts, monopolies, etc., but does not include combinations of workmen or employees.

The board consists of three members, but power is given under the act for a commissioner to sit alone, take evidence and submit same for the consideration of the whole board. It does not follow that because a person is invited or subpoenaed to appear before the board that any charges have or will be made against him, the sole object of the board being to obtain information through these witnesses.

The Fair Prices Act

The Fair Prices Act deals with necessaries of life. The term "necessaries of life" is declared to mean a staple and ordinary article of food (whether fresh, preserved, canned or otherwise treated), clothing and fuel, including the products, material, and ingredients from or of which any thereof are in whole or in part manufactured, composed, derived or made, and such other articles of any description as the board may from time to time by special regulation prescribe. The important and outstanding feature of the act is its creation of new statutory offences for the punishing of hoarding and excessive profits. It is declared that no person shall accumulate or shall withhold beyond an amount thereof reasonably required for the use or consumption of his household or for the ordinary purposes of his business. It is directed that every person who shall at any time hold any necessary of life beyond an amount thereof reasonably required for the use or consumption of his household or for the ordinary purposes of his business and every person who shall hold for the purpose of sale, whether as manufacturer, wholesaler, jobber, retailer or otherwise, any stock-in-trade of any necessary of life shall offer for sale the said excess amount, or the said stock in hand, as the case may be, at prices not higher than are reasonable and just.

Farmers Exempted

The exceptions from this general rule against excessive accumulation are: It does not apply to accumulation by a farmer or gardener of farm or garden products of any land cultivated by him. 2. No manufacturer, wholesaler or jobber is, because of anything in the act, obliged to sell to other than such classes of persons as are accustomed to purchase from manufacturers, wholesalers or jobbers, nor shall any person be under obligation to sell otherwise than in accordance with the ordinary course of business.

What Constitutes An Unfair Profit?

On the subject of unfair profits, the act makes an important definition. An unfair profit shall be deemed to have been made when, pursuant to and after the exercise of its powers by this act conferred, the board shall declare an unfair profit to have been made. The unfair enhancement of cost or price shall be such enhancement as has resulted from the making of an unfair profit.

The board is empowered and directed to enquire into and to restrain and prohibit the making or taking of unfair profits for or upon the holding or disposition of necessaries of life, and to restrain and prohibit all such practices with respect to the holding or disposition of necessaries of life, as in the opinion of the board are designed or calculated to unfairly enhance the cost or price of such necessaries of life.

Whenever an offence has been committed against the fair prices part of the act, the board may remit the evidence to the attorney-general for such action as he may be pleased to institute. But the act also provides that the board may itself declare or find as to the guilt of the person concerned, and it may order or prohibit the doing or omission of any act or practice relevant to or connected with the offence and in case of disobedience by such person of such order he shall be liable to a penalty not exceeding one thousand dollars and costs for every day after the expiration of four days during which such person continues to disobey or to omit to perform such order.

Montreal Marketers to Sell by Pound

By-Law Requiring That Most Root Vegetables, as Well as Eggs, Game and Poultry be Sold by Pound to be Vigorously Enforced

INSTRUCTIONS have been issued by the Administrative Commission of Montreal, to the Chief of Police and the superintendent of markets that by-law 665 adopted by the City Council a year ago is to be enforced. It requires that certain vegetables, game and fowl, and even eggs, be sold to the retail trade by weight.

The instructions to the police read as follows: "It is the desire of the Administrative Commission that this by-law be enforced, and you will have an understanding on the matter with the superintendent of markets."

The clauses in by-law No. 665, which refer to the retail sale of vegetables and eggs by weight read as follows:

Root Vegetables to be Sold by Weight

"Section 27a—In the city, the following vegetables, when sold by retail, shall be sold by weight:

(a) Potatoes, cabbages of any kind:

(b) Onions, beets, carrots, turnips, parsnips, leeks, except when such vegetables are sold with their green stem."

"Section 27b—In the city, eggs, game and fowl, when sold by retail, shall be sold by weight."

By-law 665 was adopted by the Administrative Commission in April, 1918, and approved by the City Council the July following.

Difficulties in Selling Eggs

As regards buying eggs by weight it appears that a customer would ask for a pound or more, and that the dealer might count them if he liked. The dealer would ascertain for himself, for example, how much a dozen of small eggs or large ones should weigh, and then decide what he should charge for them by the pound. For such reason the by-law does not specify what a dozen eggs should weigh. In general a dozen and a half of fresh eggs of the average sizes will weigh one pound, it is said.

The selling of vegetables by weight at the city markets may cause more difficulty on account of the time it would take to dispose of a load by weight. Each farmer would require to have scales for weighing his produce, and one possible effect is that some of them may get tired of this and dispose of their loads by wholesale to the retailers.

It will be noted that the by-law makes a distinction between certain vegetables when sold with their tops on, and those without tops. This applies to onions, beets, carrots, turnips, parsnips and leeks which, when bought with tops on need not be weighed. Such vegetables are brought to the city markets as they come out of the ground up to the time of frost.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

John Byrne, Government vendor, of Charlottetown, P.E.I., died suddenly a short time ago. He was a native of Philadelphia, Pennsylvania, and came out to this province when a boy with his parents and was for years in business here with his brother, the late Edward Byrne. Up to a few months ago Mr. Byrne conducted a general grocery store on Queen Street. He was 56 years of age.

QUEBEC

J. K. Neil, grocer, Aylmer East, has suffered loss by fire. The loss is covered by insurance.

Mr. Begloff, with the Begloff Fish Co., New York City, was a recent visitor to the trade in Montreal.

J. A. Jeffrey, general merchant, Campbell's Bay, has been succeeded by Coyne and Hamelin, Ltd.

W. H. Spooner, wholesale fish dealer, Montreal, returned from a trip to Eastern Canada points last week.

Anatole Gamache has been registered in the grocery business in Montreal under the name Maison St. Clothilde.

Arthur P. Tippet, of Arthur P. Tippet & Co., Montreal, has been confined to his home through illness, but is now reported better.

Miss Mary McFarlane, of the staff of Magor, Son & Co., Ltd., Montreal, has returned from her vacation, spent in Schenectady, N.Y.

Omer Boul and Raoul Hebert have been registered in a general store business at Princeville under the firm name Boul & Hebert.

James S. Eckman, with the Canadian Fishing Co., Ltd., and the New England Fish Co., Vancouver, was in Montreal last week.

T. H. Johnson of the Canada Fish and Cold Storage Co., Prince Rupert, was in Montreal last week on his annual trip to Eastern points.

Harold Perley of St. John, representing the Frank E. Davis Co., fish foods, Gloucester, Mass., was in Montreal last week.

J. A. Paulhus, proprietor of D. Hatton Co., Montreal, will have the sympathy of the trade in the loss he sustained in the death of his father, P. Paulhus. Mr. Paulhus, senior, passed away at his home in Sorel after an illness of several months, on Sept. 18th. While spent physically, his mind was wonderfully alert to the very last.

ONTARIO

A. D. Anderson, general merchant, Keene, is dead.

The melting of the sprinkler heads in the building occupied by the Perkins, Ince Co., wholesale grocers, Front street, Toronto, was responsible for upwards of $30,000 damage by water reecntly. The fire damage was only $25. The cause of the blaze is unknown.

ONTARIO BUSINESS CHANGES

Collingwood Bros., Toronto, have sold to S. Kirk.

G. Kinsman, Toronto, has sold to W. Wilson.

Louis Rossman, Toronto, has sold to M. Stein.

F. R. Kilgour, Toronto, has sold to Drewery & Buker.

Mary E. Hanwell, grocer, Toronto, has sold to P. Anderson.

J. E. Tress, grocer, Toronto, has sold to Andrew Bros.

P. Boileau, grocer, Casselman, has removed to Fassett, Que.

Dean Bros., grocers, Goderich, have sold to W. A. Hoey.

Andrew Lambert, Sarnia, Ont., has sold to Geo. Taylor.

Bert Summers, grocer, London, has sold to C. H. Thomas.

J. A. William, grocer, London, has sold to Bert Summers.

J. J. Knight, grocer, Tottenham, has sold to C. H. Thomas.

E. Bellefeuille, grocer, South Indian, has been succeeded by J. B. Plante.

Lewis Teitelbourn, grocer, London, Ont., has sold to N. S. Peitte.

G. Cohen, general merchant, Carp, has been succeeded by T. Lucas & Son.

J. W. Cronk and W. O. Franklin, general merchants, were among those whose stores were destroyed in the disastrous fire that visited Port Rowan recently.

F. S. Kelsey, grocer, Toronto, has been succeeded by T. Lucas & Son.

A. E. Elliott, grocer, Smith's Falls, has been succeeded by R. A. Corbett.

FLOUR MILLS ROBBED

The owners of the Raglan Flour Mills, Lindsay, Ont., were the victims recently of a daring robbery when burglars entered their mill and made a fairly clean sweep, appropriating 900 lbs. of flour and cereals and sundry minor articles were taken.

OTTAWA GROCERS PLAN FOR LARGER FOOD SHOW

The Pure Food Show at the Central Canada Exhibition proved such a success in the new building this year that the Ottawa Retail Grocers' Association are already making arrangements to increase the space for the 1920 show. If possible the whole of the Machinery Hall will be taken over as it is believed that many other firms will be anxious to secure allotments next year.

The detailed report has not yet been presented but a very satisfactory financial result is assured.

Clarke Cummings, the energetic secretary of the show has been presented with a gold watch by the Association as a mark of appreciation for his very able work during the past year, much of the success being attributed to his continual determination to beat all previous records.

APPOINTED AGENTS

S. H. Moore & Co., manufacturers' agents, Toronto, have been appointed selling agents for the Basque Chemical Products Co. of Vancouver, B.C., miners of Epsom salts in the Basque Lake regions of B.C.

ROBERT DUFF DIES

The death of Robert Duff, manager of the John Duff & Sons' pork factory, occurred recently at his home in Hamilton.

For over two months past, deceased had been in ill-health, and for seven weeks of this time he had been confined to his home, suffering acutely.

Mr. Duff was the youngest son of the late John Duff, and was born in Hamilton, Ont., nearly 49 years ago. He had been connected practically all his business life with the meat provision industry. He was engaged in the provision business first on York street, and latterly in the factory in the east end of the city.

A WIDE-AWAKE GROCER

Mistaken for a burglar, Constable Ahier, of Montreal, was shot at by a grocer whose store he was investigating. Finding the door open, the constable had entered the store and had lighted a match to see if there was anyone inside the shop. The proprietor, hearing noise downstairs, ran into his shop and fired a shot in the air while he shouted for the burglar to put up his hand. It was with difficulty that the constable managed to convince the man that he was mistaken. The constable threw his hat with his number towards the grocer, who picked it up and realized the mistake.

NEW CREAMERY BUILDING FOR WINNIPEG

A ten thousand dollar creamery is to be erected on Sherbrooke street, near Bannatyne, Winnipeg, for the Manitoba Creamery Co. The building will be modern in every respect. It will be built of brick and concrete.

DARTMOUTH, N.S., MERCHANTS FORM ASSOCIATION

The Dartmouth Business Men's Association was formed yesterday at a most enthusiastic meeting and luncheon at the White Lantern, at which about 52 business men were present. C. H. Harvey was elected chairman of the first meeting and the speakers were Mr. Harvey, Mr. John Forsyth, Mr. Leo. Graham, Mr. Lorn Allan and other representative business men of the town.

The election of officers followed and the result was:

President—J. Lorn Allan.
Vice-president—L. Graham.
Secretary—George Orman.
Treasurer—Lorne Teasdale.
Executive—C. J. Walker, J. J. O'Toole and Gordon Moore.

The regular meeting of the association will be held in the banquet hall of the White Lantern fortnightly for the present time. The constitution and rules of the Association will be drawn up at next meeting.

FOREIGN MARKETS WANT CANNED FISH FROM CANADA

If Canada can produce tinned fish of the desired quality—and it has been asserted that she can readily do so, many foreign markets await exploitation.

CANADIAN GROCER was in the office of a fish wholesaler in Montreal this week and was shown an order jut received from a house in Alexandria, Egypt. This order was but a sampler, so to speak. If the goods ordered are satisfactory, when opened up, they will perhaps prove to the buyer that Canadian packed fish are quite as wholesome and quite as satisfactory in every way as the products put up in older countries that have been packing for generations.

The foreign markets that may be developed, CANADIAN GROCER is informed, include South America, Spain, India, Egypt, Turkey and other places. It is simply a matter of going after this business the writer was informed, and of giving a high-class product.

Has Been Development

Since the beginning of the war certain canned fish, notably herrings in tomato sauce, and also plain, have been scarce, the supply in some cases, being almost entirely shut out. This made it necessary that the Canadian canners endeavor to overtake the demand by offering a product of the same pack and species, and it is stated that the results have been highly satisfactory. Considerable quantities have been sold throughout Canada of recent years, and improvement will, it is expected, be made from time to time in the flavor of the tinned product. With some of the best herring caught in waters adjacent to Canada, there is every reason to hope that the salability of these fish will be quite equal to that of those produced elsewhere.

In addition to herrings, such fish as pilchards, hake, haddock, pink and chum salmon, will doubtless find their way into outside markets. With the red and sockeye salmon so greatly in demand—exceeding the supplies at the present time, it is expected that development in export trade will come by way of the lines of fish other than these.

H. W. McCONNELL GOES TO WINNIPEG

Howard W. McConnell, who, for the past sixteen years has represented the A. Ramsay & Son Co., of Montreal, has left for Winnipeg, where he will represent the firm in Manitoba and Saskatchewan. He will be associated with H. L. Perry Co., Ltd., 214 Princess St., Winnipeg, and will also have charge of the commission lines now handled by that firm. He will be located at 214 Princess Street. Mr. McConnell is a native of Morewood, Ont. During the

HOWARD McCONNELL,
Who is going to Winnipeg as Manitoba and Saskatchewan representative of the A. Ramsay & Son Company, of Montreal.

sixteen years he has been with A. Ramsay & Son Co., he has covered the territory from Quebec City to Victoria. During 1912, '13 and '14 he was in the wholesale trade out of Winnipeg. In 1915, '16 and '17 he was in the wholesale trade in Toronto, and looked after points between Kingston and London.

LOCAL R.M.A. BRANCH WILL HOLD BANQUET

VANCOUVER, Sept. 27.—All sections of the Retail Merchants' Association of the city will participate in a banquet to be held at Spencer's dining rooms at 7 o'clock next Monday evening on the occasion of the reorganization of the Vancouver branch. In addition to an election of efficers there will be speeches by Mr. N. G. Neill, manager of the Employers' Association, and Mr. W. A. Blake, a prominent business man of Melbourne, Australia, who had just completed a several months' tour of the leading centres of Europe and North America. He will tell of retail merchandising conditions in Australia, where legislation has reached an advanced stage.

STRIKE CLOSES ATLANTIC SUGAR REFINERY

The Atlantic Sugar Refinery's plant at St. John, N.B., was shut down at 1 o'clock Tuesday morning of this week as the result of a decision of the employees' union to go on strike, following the refusal of their demand for an eight-hour day and 10 cents an hour increase in wages, bringing the minimum wage to 45 cents an hour.

Nearly 500 men are involved, and the tie-up is complete. The refinery has been running day and night with two shifts, eleven and thirteen hours, respectively.

The company have made an offer of 40c an hour and an eight-hour day.

ARE MY COMPUTATIONS INCORRECT?

Continued from page 35

may be realized"—for it is evident that if the margin be not wide enough to cover expenses and leave something over, there will be no profit at all. That is why I use margin as the spread, and leave the word profit severely alone until I know one is there! It is proper to state at the same time, that many prefer to say gross profit, net profit—and they are perfectly correct in such preference if it suits them, and they know what they are talking about.

Margin thus is the same thing whether used by grocers or hog buyers, by merchants or traders on 'change, for it means always the total difference between cost and sale price.

I think Mr. Cooper's chief grievance is that this idea is new to him and that some mental effort must precede its thorough understanding and ready application. If he will get that idea out of his head, take up the right way and work at it for a while, it will become as mechanical to him and as easy to operate as any other system. Not always is it needful to go through all the motions I have indicated. Most common figures will be read off like one would read a paragraph of print, in a very little while. But meantime, it will be useful when a young fellow comes in and tells you his goods pay you 70 per cent. to be able to satisfy yourself that they actually pay you 41 per cent. plus. It will be useful to know, too, that said 41 per cent. is in exact ratio with our expense of, say, 16 per cent., and therefore, is a safe figure to rely on. Nor need you ever fear, in this case, that your "reasoning will be good, but your logic poor"—though just how those two things can happen will need some explaining too; since logic, as I understand it, is the essence of pure reasoning.

The Coca Cola Bottling Co., Saskatoon, is changing its name to The Consolidated Candy & Biscuit Co.

NEWS FROM WESTERN CANADA

WESTERN

D. H. M. Little, general merchant, Camrose Alta., has sold to Lowrey's Stores, Ltd.

Osborne & Brown, Holden, Alta., are dissolving partnership, E. L. Osborne continuing the business.

C. Masson & Son, general merchants, Howell, Sask., have suffered loss by fire.

R. P. McClelland, of Medicine Hat, has purchased the business formerly operated by Jas. Finch in that city, and will conduct it in future under the name, The Fifth Ave. Cash Grocery.

The Red Deer Dairy Product Co., Red Deer, Alta., have disposed of their business to W. J. Clement, who has been practically in charge of the business for some months past.

George Bros., 410 St. Johns Ave., Winnipeg, have sold their grocery business to ex-chief of police Donald McPherson.

Mr. McPherson has been on the police force for about fifteen years, rising from constable to sergeant, then to chief of police.

A TRAGIC HUNTING TRIP

Ernest A. Lawrence, aged 40, cashier with Western Grocers, Winnipeg, was instantly killed at Big Lake near Stalbert, when his gun, which was lying in the duck punt, muzzle toward him, and both barrels at full cock, went off. The charge passed through his chest.

A. W. BISHOP GOES TO ENGLAND

A. W. Bishop, Winnipeg, is leaving the first of October for London, England, to take charge of the European business for the "B.B.B." Co. and Adolph Frankam & Co., New York.

Mr. Bishop has been a director and Western Canada manager for a number of years for these companies. He is known by many in the trade in Winnipeg, where he has made his headquarters; also in the Western provinces, where he has been representing the B.B.B. Pipe Co., Craven and Black Cat Cigarettes.

Mr. Bishop started several years ago with one branch in Winnipeg. There are now five offices distributed over the West, at Brandon, Regina, Calgary and Vancouver.

GETS NEW ACCOUNT

Oppenheimer Bros. & Richardson have just completed negotiations whereby they will have absolute control of the Indian Packing Co.'s line canned meats for Manitoba, Saskatchewan, Alberta and British Columbia.

It is learned that a heavy advertising campaign will soon be put on in the Western provinces to introduce these popular lines to the consumer and the trade.

SASKATOON GROCERY BRANCHES OUT

A. M. Sorenson Quadruples Business in Fourteen Months

"Business conditions, so far as I am concerned, could not be better," states A. M. Sorenson, one of the principal grocers of Saskatoon, Sask., to a representative of CANADIAN GROCER, and produces the best of evidence to substantiate his statement.

Just about fourteen months ago he came to Saskatoon from Islay, Alberta, where had had farmed on a large scale for a number of years, and opened a small store on Saskatoon's main street.

At that time Mr. Sorenson did all the buying and selling, but employed one boy to deliver goods and help around the store.

Since then the business has increased by leaps and bounds until at the present time Mr. Sorenson employs four clerks and is looking for a fifth.

An auto delivery car has taken the place of the errand boy, while a second truck is on order, "and at that," says Mr. Sorenson "two trucks are going to be kept mighty busy."

Buy and Sell For Cash

A spot-cash business is Mr. Sorenson's explanation of his progress. He buys in bulk, taking his discounts, and pays cash for everything, placing orders where he can get the biggest advantage. Similarly, by selling for cash, he cuts down expenses to a minimum and gives the advantage to his trade.

The new store is situated at 252 Second Avenue, one of the best locations in the city. The store has been renovated throughout, new fittings and fixtures installed and all the modern labor-saving devices either in use or ordered.

With over four times the floor space, two large store rooms, a big warehouse and full basement equipped with the newest type of ammonia cold storage plant, Mr. Sorenson anticipates doubling his business within one year.

Hitherto he has confined his attention to groceries, but the new store has a fine marble counter, and a large refrigerator for the sale of cooked meats and fish, for which there is already a considerable demand.

A cigar and tobacco stand will also be installed at the main entrance to the store. The show cases are already ordered and will be installed as soon as they arrive.

Mr. Sorenson attributes his success to the healthy business condition of the city and to the public appreciation of efficient and honest service. At the present time he is watching the markets very closely, giving as his opinion that, in the main, grocery prices will show a decline during the winter.

Gossip From the B. C. Coast

W. H. Lindsay, 1630 Broadway West, Vancouver, B.C., has sold out to S. Merrill.

Wincott & Lawrence have purchased the business formerly conducted by G. R. Grieve, at 788 39th Street East, Vancouver.

H. E. Thompson, grocer in Victoria, B.C., has sold his business to J. E. Fuller.

W. J. McLean has bought the A.B.C. Grocery, 1701 Robson Street, Vancouver, from J. Baily.

E. C. Chappell has purchased the store at Edmonton, Alta., formerly owned by Graydon & Wilson.

TELL IT TO THEM IN CANADIAN GROCER

"Say, CANADIAN GROCER," said S. McElroy, of the Beaver Grocery, Granville Street, "you might mention in your paper that Saturday is a very busy day, and Wednesday being a half holiday, Wednesday morning is also very busy, and all the salesmen that call on me would be assured of a much more cordial reception, at any other time. And as for specialty salesmen, with new stuff, why in the deuce can't these people tell us all about it in CANADIAN GROCER, so we could read it when convenient, instead of when we're busy? Half the time it isn't that we're not interested in what's new in the grocery line—it's because they catch us at inconvenient times and cannot be bothered with anything except the immediate things to be done."

EVOLVED FROM BUTCHER DEPT.

The Ideal Meat and Grocery Market, Vancouver, B.C., has evolved from a butcher shop. There are many lines that seem to be associated with meats, such as pickles, olives, lard, salad dressing, etc., and this little 4th Avenue store has gradually branched out into a regular grocery section.

It is claimed that the groceries help the butcher department and the meat leads to grocery sales, all of which is tending to make each month better than the last, for the Ideal Meat and Grocery Market.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets for the most part are steady and strong in general grocery commodities this week. In the West rolled oats are higher, but no changes are reported on the Eastern markets. Teas continue to show very strong tendencies. The sugar situation is easier in the East, but at the Coast there is still a great scarcity.

MONTREAL—Price changes are fewer this week than they have been for some time. The decline in Crisco is in accord with the lowering tendencies for other shortening materials. Carraway seed is quoted at 30c per pound, but as a general thing the spice markets are very firm. Pancake flour and buckwheat flour are both reduced in price for one private brand. Cornmeal is easier and is quoted less in one quarter. Feed oats are less.

Advances have been made for bottled malt vinegar of one make and for malt extract.

The general feeling is that, were there larger quantities of goods available, there would be a continued demand for them. Dried fruits are short and it will be some time before stocks are replenished. Rices are firm and steady as are also nuts, beans, spices and flour. Millers have received increased stocks of wheat and are milling extensively now. Teas are very firm and there is a tendency upward on Ceylons. The coffee and cocoa markets are steadily firm.

TORONTO—The markets in general grocery commodities this week are firm and strong. The tendency in some instances is towards higher prices and there is little indication of recessions. The improvement in the sugar situation is a feature that is appreciated by the trade, and there are ample supplies coming forward to supply the demand, even though not abundantly. Now that the preserving season is nearing an end, there will undoubtedly be not the same heavy demand for sugar that has characterized the market the past few weeks. All refineries are now quoting $11.21, on the basis of Toronto delivery. Owing to the high prices that are being paid for raws, there is little likelihood of a lower figure prevailing. The position of the market in teas is still one of growing strength. Stocks among dealers are said to be low, and the opinion is expressed that the spot prices will advance in the very near future. Coffees are steady and the mild coffees are none too plentiful. Shipments of new Southern rices which are now en route should help considerably to relieve the present scarcity. Tapioca is in very small supply. Spot peppers in New York are advancing, and the feeling in the entire spice market is very strong. All factors point to higher prices ruling in peppers and spices before very long. Shipments of new crop prunes are expected in the course of a week or ten days. Apricots, too, should be along at an early date. Thompson's seedless raisins in bulk are also announced to arrive in the next few days.

The produce markets are for the most part unchanged. Fresh meats and provisions are at easier levels, as well as lard and shortening. Butter is firm and eggs show a tendency to go higher. There is a brisk demand for both fish and poultry.

WINNIPEG—There are some changes noted in the grocery market this week. Rolled oats show a further advance and is still in a strong position. Teas are very firm with the indications that new arrivals of Japans will be at materially higher figures. Beans are in fair demand though prices are slightly easier. The general scarcity of potatoes throughout the Western Provinces gives a firmness to this market.

In produce lines there is a general decline following the further declines in hog prices. All provision lines show a general decline. On the other hand there is a very firm feeling in butter and eggs. Arrivals in both are very limited. Ontario cheese is also quoted at higher figures.

QUEBEC MARKETS

MONTREAL, Oct. 1—The grocery trade has been an active one during the past week for such lines as are available in quantity. The general tendencies are steady and there have been few actual changes of price.

Shortening is Down; Vinegar, Extract Up

Montreal.

SHORTENING, VINEGAR, EXTRACT.—A decline has been effected for Crisco line of shortening, the case price declining $1.70 to $12 for single cases. Holbrook's malt vinegar, pint size, is quoted at $2.25, an advance of 30c, and quart size at $3.50, an advance of 50c. Wyeth's liquid malt extract is quoted up 10c per case at $4.10.

Sugar Prices Firm And is Improvement

Montreal.

SUGAR.—Since last week there has been an undiminished demand for sugar and the refineries are melting night and day to cope with the demand, if this be possible. Deliveries are being made the

trade daily and this necessitates frequent movement of delivery service. All sections of the trade are receiving some supply and the whole situation has been quite improved, though there is still a crying demand from the trade which can only be overtaken in time. Shipments have been greatly augmented to the West of late, it is understood. All refiners are now quoting on the basis of $11 for refined, "Canada" having advanced their price to this figure during the week.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
Icing, barrels	11 20
Icing, 25-lb. boxes	11 60
Icing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 60
Yellow, No. 2 (Golden) 10 25	10 50
Yellow, No. 3 ..... 10 15	10 40
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 45
Do., 50-lb. boxes	11 55
Do., 25-lb. boxes	11 65
Do., 2-lb. pack.	11 85
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.)	13 50
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 60
Crystal diamonds (boxes 100 lbs.)	11 70
Crystal diamonds (50-lb. boxes)	11 80
Crystal diamonds (25-lb. boxes)	12 00
Demarara light, per lb.	0 10

Will Be Shortage Of Some Canned Goods

Montreal.

CANNED GOODS.—In view of the extended season for green vegetables and fresh fruits, the movement is naturally less for the canned varieties. There has been no announcement, as yet, as to the basis for tomatoes, and there will be interest in this when it is made. In the meantime little or no export movement is reported from this port, and it is anticipated that there will be but a partial delivery of some lines. Canned salmon could be sold in larger quantities than are procurable. In addition to this there will be restricted delivery of some other varieties of vegetables and fruits, as already referred to.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Asparagus tops (Canadian)	....	4 00
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.	....	0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potato Can, sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	....	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced),		
Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Do., 2½s	....	....
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	....	2 60
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 50
Cohoes, 1-lb. talls	....	3 50
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, 1-lb. talls	....	4 00
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 00
Herrings, imported, tomato sauce	....	3 10
Do., kippered	....	2 85
Do., kippers, doz. (4 doz. case)	....	2 35
Do., tomato sauce, doz.	....	2 35
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (es 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Beans Not Active; But Prices Held

Montreal.

BEANS, PEAS.—There has been little interest to note in the bean market and supplies are going out in but a limited way. There will be more enquiry and larger sale within the coming weeks when the colder weather makes these a more appreciated and seasonable line. Prices are steadily held.

Canadian, hand-picked, bush.	5 40	5 50
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 00
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	0 00	0 .
Peas, white soup, per bushel	3 50	4 00
Peas, split, new crop (98 lbs.)	....	7 00
Peas (blue)	0 08	0 0-
Peas, Japanese, green, lb.	....	0 11

Rices Move Out In Fair Quantities

Montreal.

RICES.—A fairly good movement of rices is manifest these days and there is little change, excepting that values are quite firm. There seems to have been a better movement of late to the jobbers, that is, certain lines have been gradually procurable to a greater extent.

RICE—		
Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	....
Siam (fancy)	....	16 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 90
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 13	0 13½
Tapioca (pearl)	0 13	0 13½
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Nuts Still Firm; Fair Movement Here

Montreal.

NUTS.—The fall movement, in a retail sense, has been fairly restricted one and it may be some weeks before the trade experience much activity. The jobbers have been doing quite a lot of business, at least the importers have had a good demand upon any stock that they could offer. Prices are firm and will rule high according to recent advices.

Almonds, Tarragona, per lb.	....	0 29
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	....	0 28
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Do., No. 3 Jumbo	....	0 38
Fancy	0 15	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Chilean), bags, per lb.	....	0 33
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruits Would Sell If Available

Montreal.

DRIED FRUITS.—Were there larger stocks of dried fruits on spot there would be sale for them, the jobbers state. It is expected that new stocks

will not arrive for some little time yet and when they are received the absorption into trade channels will be readily accomplished. In a general way there has been little change, but for the most part the undertone is strong.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels (old)—		
Citron	....	0 45
Orange	0 48	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz.	....	2 75

Syrups Big Sellers; Much Molasses Sold

Montreal.

SYRUPS, MOLASSES.—During the past several weeks there has been quite a movement of corn syrups. This is accounted for owing to the shortage of sugar, and then there has been, of recent years, an increasing use of syrups for preserving purposes. The basis is unchanged, although the corn market has sagged materially of late. Whether a change will come in prices at an early date is not defined.

Molasses orders have been filled extensively of late, imports, in many cases, going direct to the trade.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

Prices for

Barbadoes Molasses—	Island	of Montreal
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	0 98 1 00	1 03 1 05
Barrels	1 01 1 03	1 06 1 08
Half barrels	1 03 1 05	1 08 1 10

Note—Prices on molasses to outside points average about 3c per gallon less.

Maple Products and Honey Still Steady

Montreal.

MAPLE PRODUCTS, HONEY.—There is still some movement of maple sugar and syrup, though this is only seasonable. The prices are fully maintained and there is no evidence, now, of declines being effected. Honey is a good seller in this district and the average of prices is steadily held without change.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Import Business in Good Grade Japans

Montreal.

TEAS.—There has been considerable sale of late of Japan teas at prices running from 30-34c per lb. at point of production. The movement generally has been well maintained and the outlook is for a satisfactory fall business. Ceylons are tending upward, owing to the exchange rates. It is predicted that prices will be higher on these a little later, perhaps within the next six or eight weeks, probably sooner. It takes some time for these teas to arrive, hence the continued price basis in this market.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee is Steady; Movement Active

Montreal.

COFFEE, COCOA.—The coffee situation is one of continued firmness and there is little prospect of an easier undertone at this time. The movement has continued to be an active one at full prices, particularly on the better grades and on mediums.

Cocoa sales are fairly good and there will be an improvement in these as the cold weather approaches.

Coffee—		
Bogotas, lb.	0 45	0 47
Cut mixed (1-lb. cartons), doz.	4 10	4 80
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Carraway Seed Less But Spices Firm

Montreal.

SPICES.—There is more Canadian carraway seed offering now and as a consequence of this the undertone is easier, with 30c being quoted as the base price. As a general thing the markets are very firm, some lines are difficult to obtain, and there is a scarcity, still, of cream of tartar.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	....	0 65
Cream of tartar (French pure)	....	0 80
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Flour Very Strong; Much Wheat Arriving

Montreal.

FLOURS.—There has been quite an active movement during the past week and the undertone, as far as price goes, is a very strong one. The flour received is stated to be of good, hard quality and the mills are beginning to operate actively again. It is stated that some varying of price is manifest for winter wheat flours.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Pancake Flour Less; Package Goods Move

Montreal.

PACKAGE GOODS.—The price of Teco brand pancake flour has been reduced in one quarter 72c per case to $3.60, and on the same brand of buckwheat flour there is a decline of $1.11 per case to $3.60. There is quite a steady movement of various cereals in packages at unchanged prices.

PACKAGE GOODS		
Corn Flakes, 36s, case	3 90 4 15	4 25
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 60

Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Pancake Flour, case	....	3 60
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-rising flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12

Rolled Oats and Cornmeal Easier

Montreal.

CEREALS.—The movement of rolled oats is quite heavy and the undertone is, if anything, easier. The price basis is without change of any kind. Cornmeal is selling at 25c per sack less at $5.75, while some are asking $6. The basis for pearl hominy is $6.25.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 76	5 90
Oatmeal (standard - granulated and fine)	5 65	5 85
Oatmeal, fine cut, in pkgs., c/s..	....	4 60
Peas, Canadian, boiling, bush....	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 15	5 40
Rolled wheat (100-lb. bbls.)	....	7 10
Tapioca flour, lb.	0 15	0 16

Big Sale For Feeds And Are Very Firm

Montreal

FEEDS.—There has been full demand for the available shorts and bran offered by the mills and from now on there will be even a heavier demand from the milk producers, as well as from others. The supplies will be larger from now on, with the mills operating on flour milling.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	75 00
Special, middlings	....	56 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 50
F.O.B. Fort William	....	55 00

Feed Oats Are Less But Market Reacting

Montreal.

FEEDS, HAY, GRAIN.—While there has been a lower market for various grains, the reaction has gone the other way and although prices as given herewith show a decline over last week of three cents per bushel, there may be a firming again. Now, when the movement is greater it is probable that there will be a lower price basis from week to week for a time. The British market is at present getting considerable supply from the Argentine.

Hay has been resting on an unchanged basis, the movement not having started in earnest as yet.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 97
No. 3 C.W.	....	0 96
Extra feed		0 96
No. 1 feed	....	0 96
No. 2 feed	....	....
Barley—		
No. 3 extra Ontario	....	1 47
No. 3	....	1 43½

Note—These prices are at elevator and bags and bagging are not included.

Fruits a Big Seller And Prices Are High

Montreal.

FRUITS.—Considerable firmness has been manifest right along in the fruit market, and there is quite a large variety to be had. Fresh fruits of the short season varieties have been moving better than oranges and grapefruit, although there will soon be a heavier sale for the latter.

Apples—		
Hampers	2 50	3 00
Alexander,. No. 1	7 00	7 50
Duchess, No. 2	7 00	7 50
Do., No. 3	....	5 00
Apricots, box	....	3 25
Bananas (as to grade), bunch	5 00	6 00
Canteloupes, basket (12)	....	1 25
Cranberries, bbl.	....	15 00
Do., box	....	4 50
Egg plant	1 50	2 00
Grapes (box), 30 lbs.	3 50	5 00
Grapes, basket	0 50	0 75
Lemons, Messina	6 00	7 00
Melons (Montreal), doz.	....	10 00
Plums, blue prunes	....	2 75
Pears, California	....	6 50
Keiffer Pears (box)	....	3 25
Do., bbl.	....	8 50
Peaches (box)	....	2 75
Peaches (small basket)	....	0 50
Peaches, large basket	1 25	1 50
Oranges, Cal., Valencias	....	6 50
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 00

Big Vegetable Markets And Sales Are Large

Montreal.

VEGETABLES.—The movement has continued steadily heavy of late and the continued supplies from the farmers are meeting with ready sale in this market. Prices are generally maintained. There is a freer offering of cauliflower and of citrons, pumpkins, squash, etc. There has been a good supply lately.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 16
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 25
Celery, doz.	1 00	1 50
Corn (per bag), doz.	0 25	0 35
Garlic, lb.	0 25	0 30
Do., doz.	....	1 50
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Texas, hamper	....	4 00
Yellow, 75-lb. sack	....	3 75
Red, bag	3 50	4 50
Spanish, crate	....	2 75
Do., cases	....	7 25
Parsley (Canadian)	....	0 20
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	....	2 75
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Turnips, Quebec, bag	....	2 00
Do., Montreal	....	1 25
Do., new, doz.	....	0 40
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00

ONTARIO MARKETS

TORONTO, Oct. 3—There is a decided improvement in the sugar situation and with a letting up now in the preserving activities, supplies of sugar are likely to be very much better. Prices, however, are strong. Stocks of teas are getting light and the spot market is firm. Coffees are steady. Receipts of rices are likely to be better in the near future. Cereals are in active demand.

Sugar Situation Is Improving

Toronto.

SUGAR.—There is a gradual improvement in the sugar situation. There is not now the same stringency of supplies as there was ten days or a fortnight ago, although the movement is by no means free as yet. Montreal refineries are refining on a larger scale again, and it is anticipated that in the next week or so there will be still further enlargement in supplies. All refineries are quoting on the basis of $11.21 per cwt., Toronto delivery. The preserving season is getting pretty well over, and this fact should render the condition of the market easier.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 21
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups and Molasses Steady

Toronto.

CORN SYRUPS, MOLASSES.—There is a fair demand for both molasses and syrups again, but the market is steady and firm, at unchanged figures.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 95
Tins, 3-lb. table grade, case 2		

doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 80
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Active Inquiry For All Cereals

Toronto.

PACKAGE GOODS—There is an active inquiry for all cereals in packages at the present time, but prices are unchanged as compared with a week ago. Rolled oats are very strong, and are selling freely. Cornmeal is also a big seller, and in fact the general line of package goods are a good inquiry these days.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb, cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 50
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Canned Goods Are Selling Freely

Toronto.

CANNED GOODS.—The situation in the canned goods market is very strong. There is a good demand for all kinds of canned stuff. Salmon is selling freely at firm figures, and there is beginning a brisk inquiry for canned vegetables. There are no new crop tomatoes on the market yet. Canned corn is ready, but is not quoted to the trade as yet. Canned fruits are in light supply in some varieties, and the indications are that there will be a big demand for them. There is a heavy export inquiry for all canned goods for Old Country and European account.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2is, dozen	....	1 95
Tomatoes, 2½s, doz.	....	2 25
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	....
Corn, American, 2s, doz.	2 15	2 25
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	....	2 87½
Pears, 2s, doz.	2 35	2 87½
Plums, Lombard, 2s, doz.	....	2 40
Do., Green Gage	....	....
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

New Prunes Are Expected Shortly

Toronto.

DRIED FRUITS.—There are no apricots nor prunes of the new crop on the Canadian market yet. The first shipment of prunes are expected in the course of the next ten days. There are no apricots in the hands of the dealers. Dried peaches, too, have been off the market now for some time. The new 1919 crop of figs will soon be available for the Canadian market. A shipment is expected in the course of a short while from Smyrna. These will be table figs in layers largely. Initial prices are very high, and they will have to sell to the consumer at from 50 to 60 cents per pound. A consignment of Thompson's seedless raisins are also en route, and are expected in Toronto in two weeks. No quotations on them are announced as yet.

Apricots, unpitted	....	....
Do., fancy, 26s	....	....
Do., choice, 26s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 44
Orange	....	0 45
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 50
Dromedary, 3 doz. in case	....	7 50
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	....
Choice, 25-lb. box, peeled	....	....
Fancy, 25-lb. boxes	....	....
Practically peeled, 25-lb. boxes	....	....
Extra choice, 25-lb. box, peeled	....	....
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 20
Crown Muscatels, 25s	0 15¾	0 17

Bulk Cereals Are Steady and Firm

Toronto.

CEREALS.—The market for cereals in bulk is very active, with prices remaining firm and unchanged at present levels. Rolled oats are selling freely, also Golden cornmeal. Barley, both pearl and pot, have a big inquiry. All bulk cereals are moving briskly.

	Single Lots F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	. .	
Rolled oats, 90s	....	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Stocks of Teas Are Getting Low

Toronto.

TEAS.—Teas on spot are very firm, but the prices to the trade are steady. These have not changed materially in spite of the rapidly advancing primary markets. Stocks are being pretty well cleaned up, and quantities in reserve are not large. Importers state that within the next two months the consumer will have to pay more for his or her tea. The position of rupee exchange, the increased freight rates from Ceylon, and the difficulties of securing shipping space, all tend to make the market very strong.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 46	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees On Spot Show Little Change

Toronto.

COFFEES.—That coffees on spot show little change in prices, in spite of the weakness of the markets at primary points, is due largely to the fact that when the New York market rose to such a high point a few weeks ago, the spot prices did not correspondingly advance to the top levels. Consequently there is not the change in quotations that the trade in some instances looked for. The supplies of coffees among the dealers are not heavy, and particularly the mild coffees are inclined to be scarce. It is practically impossible to buy any Rios at the present time, a dealer told CAN-

ADIAN GROCER. Prices on the whole are steady.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, Arabian, lb.	0 49	0 53
Rio, lb.	0 37	0 39
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Tendency in Spices Upward

Toronto

SPICES.—While prices are unchanged in spices this week as compared with last, the tendency is towards higher levels. Peppers on spot in New York are showing stronger tendencies, and white pepper is reported scarce. Importers look for higher prices in the near future. In fact all spices are inclined upwards. There is a very heavy inquiry for all kinds. Cream of tartar is steady and strong.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 38
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 36
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 50	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 40	0 50
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	....	3 25
8-oz. tins, doz.	....	6 75

Quotations on Nuts Are Strong

Toronto.

NUTS.—The tendency in the market for nuts is still towards higher levels. Prices are very firm. Spanish peanuts are quoted at 25 cents per pound, and Chinese peanuts at from 18 to 19 cents. However, some importers state that there will be easier quotations on peanuts later on, as new crop peanuts from the Southern States are being brought in. These shipments are not usually made until February, but some arrivals are expected next month. Cocoanut is very strong in price, and some dealers are handling the sweetened cocoanut, because it is so high in price.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 37
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88

Growers Hold Out For Higher Price

Toronto.

HONEY, MAPLE SYRUPS.—Dealers are not buying honey on a large scale at all, because of the fact that the price being asked by the growers is in excess of what is being offered. Prices to the trade range around 24 cents per pound. There is a moderate demand for maple syrup at steady figures.

Honey, Clover—		
5-lb. tins	....	0 24
2½s tins	....	0 25
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2. doz.	-	-
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Supplies of Rices Increasing

Toronto

RICES.—There is a likelihood that the supply of rices will shortly improve. Importers have shipments of Southern rices now en route. These are of very fine quality, and should sell to the trade around 16 cents per pound. While quotations on rices are likely to be strong for some time to come, there is a possibility that the receipt of Southern rices in fairly large quantities will have a tendency to ease the market somewhat. Present supplies in the market are scant, and tapioca is a very scarce product among Toronto wholesalers at the present time.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 16½

Barrel Apples Are Increasing

Toronto.

FRUITS.—The peaches are practically over for this year, although this week still saw a few baskets offered. They were on the whole of poor quality, and were quoted around $1.65 per large basket. Grapes are arriving freely, and are selling at from 35 to 40 cents. The Malagas and Tokays are selling around $3.50 per box. Valencia oranges are silghtly firmer, selling up to $7 for some sizes. Large baskets of plums are selling at from $1.75 to $2. Apples in barrels are beginning to arrive more freely. The first shipment of Nova Scotia Gravensteins arrived on the market this week. They are offered at from $5.25 to $6.50 per barrel. Ontario apples in barrels are selling at $7 per barrel.

Bananas, Port Limons	....	0 07½
Valencia Oranges—		
176s, 200s, 216s	....	7 00
150s and 126s	5 50	6 50
100s, 250s, 288s, 324s	4 00	5 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	....	6 00
Lemons, Messina Verdellis, box 300s	....	8 00
Do., California, 270s, 300s	....	8 00
Domestic peaches (about finished)—		
Plums, 11 qts.	1 75	2 00
Do., 6 qts.	0 90	1 00
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jennetting, Pippin, No. 1	....	7 00
Do., No. 2	....	6 00
Ont., No. 1s, Wealthys, box	....	3 25
Nova Scotia, Gravensteins, bbl.	5 25	6 50
Cal. Apples, Kings, box	....	3 75
Cal. Bartlett Pears, box	....	5 00
California Hardy, box	....	4 75
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	....	1 00
Oregon Prunes, box	1 65	1 75
Grapes, Cal., Malaga, crate	....	3 50
Do., Cal. Tokay	....	3 50
Can. Grapes, 6 qts., lenos	0 35	0 40
Canteloupes—		
Salmon flesh, 16 qts.	0 75	1 00
Do., 11 qts.	0 50	0 75
Cranberry, Cape Cod, bbl.	....	12 50
Half barrel	....	6 50
Boxes	....	4 75
Can. Chestnuts, pk.	....	3 50

N.B. Potatoes Arriving Freely

Toronto

VEGETABLES.—Shipments of potatoes from New Brunswick and Quebec have been fairly heavy of late. They are selling to the trade all the way from $2 to $2.25 per bag. Ontarios are selling at $2.25 per bag. Beets and carrots continue at unchanged figures. Peekaboo onions in 100 lb. sacks are selling at $5.50, and Canadian onions range all the way from $3.75 to $5. Jersey sweet potatoes are selling at $2.50 per hamper. Tomatoes are easy at 40 cents for a large basket. Egg plant is selling at $1 per large basket. There is a good demand for all vegetables at the present time.

Beets, bag	....	1 25
Cabbage, doz.	....	1 00
Carrots, per bag	....	1 25
Lettuce, crate, 2 doz.	....	3 50
Onions, fine hard, 100-lb. sacks	....	5 50
Do., doz.	0 50	0 60
Can. Onions, 75-lb. sacks	3 75	4 00
Do., 100 lbs.	4 75	5 00
Onions, pickling, according to size	1 75	2 25
Spanish Onions, large crates	....	6 50
Do., half case	....	3 50
Parsley, per basket	....	1 00
Peppers, green, doz.	....	0 75
Do., red	0 40	0 75
Celery, doz.	0 45	1 00
Cauliflower, box, 12	....	3 00
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Delawares, bag	....	3 00
Ontario, 90-lb. bags	....	2 25
Ontarios, No. 2s	2 00	2 10
Jersey Sweet Potatoes, hamper	....	2 50
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. barket	....	0 40
Egg plant, 11-qt. basket	....	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	....	3 50

Light Inquiry In Bean Market

Toronto.

BEANS.—There is only a light inquiry for beans just now. Prices to the trade are steady and firm.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 12½

Flour in Demand For Domestic Account

Toronto.

FLOUR.—There is a very active demand for flour for domestic account, but the inquiry for export is practically nil, as wheat is being exported this year, instead of flour. Quotations to the trade are unchanged.

Flour—

Government standard, 74 per cent. extraction	
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Millfeeds Are Not Plentiful

Toronto.

MILLFEEDS.—The demand is very brisk for millfeeds, and supplies are none too plentiful. In fact the quantities available are so light that straight cars are not being sold. The prices are strong at unchanged levels.

Bran, per ton	55 25
Shorts, per ton	45 25

WINNIPEG MARKETS

WINNIPEG, Sept. 30—There is a somewhat firmer tendency in many grocery lines this week. Rolled oats advance again and teas are in a very strong position. Beans are slightly easier.

New Japan Tea To Be Higher

Winnipeg.

New crop Japan tea due to arrive this month will be considerably higher.

All grades tea are considered good buying just now. Local houses are offering most qualities at from six to seven cents per lb. below what it would cost to bring into the country to-day.

Bean Prices Somewhat Easier

Winnipeg.

BEANS.—There is a fair demand for beans at the present time, but the tendency appears to be toward lower prices.

BEANS—

Japan, recleaned, per bag	7 75
Lima Beans, 100-lb. bags, lb.	10 75

Rolled Oats Still Advancing

Winnipeg.

CEREALS.—Rolled oats have already had two advances. Another is looked for.

Cornmeal, yellow, per bag	5 80
Oatmeal, sacks	4 50
Do., granulated, half sacks	2 95
Do., standard, half sacks	2 50
Peas, dried green, per bushel	5 85
Spl't Peas, per lb.	0 09
Rolled Oats, per bag	4 40 4 50

Flour Prices Remain Unchanged

Winnipeg.

FLOUR.—There is no change in the flour situation, prices remaining as follows:

Flour, Government standard: 98 lb. sacks, $5.35; 49 lb. bags, $5.45; 24 lb. bags, $5.55.

Western Potatoes A Poor Crop

Winnipeg.

VEGETABLES.—Manitoba is much better off for potatoes than any of the Western provinces.

Large quantities have been shipped out of Manitoba this week. It is felt that the demand for Manitoba potatoes will be heavy and continuous, as Dakota and Minnesota crops are also short.

There is a slight decline looked for in the next two weeks or until the crop is all lifted. After that prices are expected to advance.

Growers are not expected to hold the bulk of their stocks and potatoes are likely to be scarce and dear in the spring.

Prices to-day are in car lots, 90c per bushel. Smaller lots from $1.00 to $1.05.

VANCOUVER MARKETS

VANCOUVER, Sept. 30—The sugar situation in Vancouver is still serious and great difficulty has been experienced in getting sufficient for preserving purposes. One jobber has advanced his price of teas three cents. Rice is moving more freely and is quoted at $290 per ton.

Sugar Situation Serious at Coast

Vancouver.

SUGAR.—Current reports among the wholesale grocery firms of the city are that the sugar situation is even more serious than usual, one firm stating that the only supplies obtainable to-day were in the form of two-pound cartons in cases, there being no gunnies or sacks.

Rice Easier; Crops Good

Vancouver.

RICE.—Rice is considerably easier. No. 1 California Jap rice is quoted around $290 per ton. Rice merchants closely in touch with the primary markets are as much at sea as anyone else this year as far as making any reliable forecasts as to rice prices. Good crops are reported from many districts in the Orient. Cuban stocks are becoming depleted. A limited quantity of Rangoon rice is permitted to be exported; some months none is released. Canadian consumption is not a factor in the world market. Until the crops are harvested and on the market it is guesswork to say what prices will be.

One Brand of Tea Is Up Three Cents

Vancouver.

MISCELLANEOUS.—One of the Vancouver jobbers has advanced the price of their own brand of tea 3 cents a pound. There has been quite a shortage reported on Gillett products in Vancouver. The supplies of yeast cakes and baking powder especially being very low. Industrial trouble in the East has been given as the reason. Various lines of confectionery have been scarce, reflecting the sugar shortage. Many alert merchants are making sure of their cheap mixed candies for their Christmas trade. The first shipments of Hawaiian pineapple have made their welcome appearance lately. The present quotations are as follows: Extra fancy 2s, $3.75; 2½s, $4.50; broken slices, 2s, $3.10. Cocoanut is plentiful now along the street, several shipments having arrived lately. Quotations range from 29 to 31 cents.

Cooking Apples At $1.75 Box

Vancouver.

FRUITS AND VEGETABLES.—Cooking apples are quoted at $1.75 per box. Alexanders, Wealthies, Duchess, McIntosh and Red Gravensteins are $3. King Davids and Jonathans are $4. Yakima and Okanagan vegetables are frosted, and winds in Yakima have shaken down a third of the apples. Potato deliveries are three weeks behind.

Apples in boxes—	
Cookers	1 75
Snows	3 50
Jeffries	3 00
Wealthies	3 00
Alexanders, Duchess, Red Gravensteins	3 00
King Davids and Jonathans, box	4 00
Pears, Flemish—	
Beauty, per box	2 50
Cantaloupes, standard crate	4 00
Do., box	1 75

WORTH DOUBLE THE PRICE

Upper Grand Mira, Cape Breton, N.S.

Editor CANADIAN GROCER:—

CANADIAN GROCER *is the best trade paper on the market to-day, for it gives the merchants the situation of the market every week besides the quotations. So I couldn't do without this paper for double what I am paying for it.*

Your truly,
JOHN A. McARTHUR

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Sept. 30.—Mostly all brands of cocoa and cooking chocolate have advanced two cents per pound. Siam rice is quoted at from $13.50 to $14.50 per cwt. Canned lobster, in quarters, is quoted at $3.70 per dozen, and in halves at $6.80. Large Ontario cheese is 30 cents per pound, and new laid eggs are $17.50. Straight candled storage eggs are $16. New pack of Ontario canned peaches, twos, are selling at $7.50; raspberries, twos, $10; strawberries, $9.35 to $10.25. Sockeye salmon, talls, are $17.50. Potatoes are $33, and B. C. canteloupes are $4.75. Ontario clover honey is being offered at $18 a case of twelve five-pound tins. The sugar situation is worse again here.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	12 50	15 00
Sago, lb.	0 13	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	....	0 30
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 40	0 43
Lard, pure, 3s, per case	21 30	21 60
Eggs, new laid, local	....	17 50
Do., candled, storage	....	16 00
Tomatoes, 2½s, standard, case	4 20	4 60
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	4 40	4 60
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	....	10 00
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Lobsters, quarters, doz.	....	3 70
Do., halves, doz.	....	6 80
Potatoes, per ton	....	33 00
Oranges	....	7 25
Lemons	....	9 50
Grapefruit	....	7 50
Canteloupes, crate	....	4 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Sept. 30.—Supplies of sugar are rendered more uncertain, because of the strike in the Atlantic Refineries here. Stocks are short and there is no sign of improvement. Collections are fairly good. Business is average. Few changes are reported in grocery staples. Cornmeal is lower at from $4.15 to $4.20. Fresh eggs are easier at 60c for fresh and 58c for case. Potatoes are reported scarce. Farmers complain of rot, because of so much rain. Natives are selling at $3.25. Apples are more plentiful. Gravensteins, No. 1, are selling at $5.50, No. 2s at $5. Domestics are $4.50; No. 35, $3.50. Lemons are $10. Plums, $3.50 to $4. Grapefruit, $6.50 to $7.50. Peaches are $2.50 to $3.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 90	0 91
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 28½	0 29
Cheese, Ont., twins	0 29	0 29½
Eggs, fresh, doz.	....	0 60
Eggs, case	....	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	0 55	0 60
Butter, dairy, per lb.	....	0 50
Butter, tub	....	0 46
Lard, pure, lb.	0 38½	0 39
Lard, compound	0 31	0 32
American clear pork	67 00	72 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 90
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case	....	4 70
Peas, standard case	4 10	4 20
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb bags	5 25	5 50
Lemons, Cal.	8 00	8 50
Pears, Cal., box	5 50	6 00
Plums, Cal., crate	3 00	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	5 00	5 50
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

WINNIPEG MARKETS

(Continued from page 53)

WINNIPEG, Sept. 30—There is, generally speaking, an easier feeling in produce lines. Hogs show new declines and hog products are continuing their downward course. Butter, eggs and cheese, however, all remain firm.

Another Slump In Pork Prices

Winnipeg.

PORK.—Pork has now dropped to seventeen dollars a hundredweight. Although bacon dropped five cents last week, another decline is looked for.

The reason why pork prices are not already materially lower is that there has been a very small offering in live hogs either in Winnipeg or in Chicago since the price slumped.

Lard and Shortening Somewhat Easier

Winnipeg.

LARD AND SHORTENING.—Prices are slightly easier on these products, following the declining figures in pork.

Pure Lard, lb.	0 37	0 37½
Shortening, lb.	0 29	0 31

Eggs Scarce; Prices Firmer

Winnipeg.

EGGS.—There is a general slowing up in receipts of eggs and prices are consequently showing a firmer tendency.

New laid, in cartons	....	0 56
Do., candled	....	0 50

Butter Shows Higher Figures

Winnipeg.

BUTTER.—There is only a limited supply of butter offering, and prices are showing a firmer tendency. Prices are as follows:

Butter, Creamery	0 56	0 57
Do., Dairy	0 40	0 42

Ontario Cheese Somewhat Higher

Winnipeg.

CHEESE.—Ontario cheese is slightly firmer in this market, with local cheese showing a slightly easier feeling.

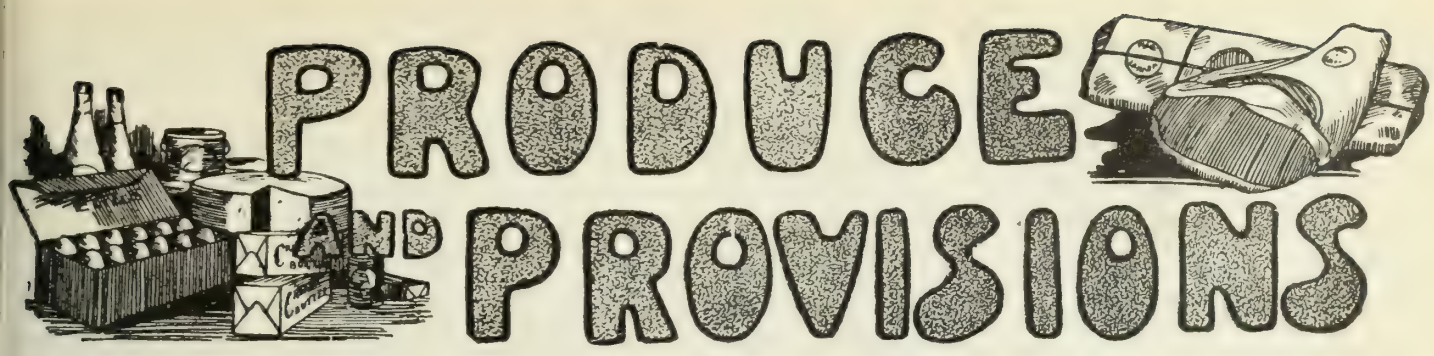
Large Ontario, paraffined	....	0 33
Twins, Ontario, paraffined	....	0 33¼
Large Manitoba	....	0 30
Twins, Manitoba	....	0 30½

Frozen Fish Somewhat Easier

Winnipeg.

FISH.—There are fairly heavy arrivals of fish at the present time and fresh frozen fish are showing a slightly easier tendency.

FROZEN FISH		
Whitefish, dressed, from	....	0 10
Salmon	....	0 19
Pickerel	0 10	0 11
Halibut	0 15	0 16
Herring	0 15	0 16
SMOKED FISH		
Haddies, per lb.	....	0 15
Bloaters, Eastern, per box	....	2 90
Do., Western, per box	....	2 20
Kippers, Eastern, per box	....	1 85
Do., Western, per box	....	2 25
SALT FISH		
Herring, Scotch cure, 10-lb. pail	....	0 90
Do., 20-lb. pail	....	1 75
Do., half bbls., per bbl.	....	7 00
Acadia Cod, 1s and 2s	....	0 16
Steak Cod	....	0 18½
Whole Cod	....	0 18¼



A Set Price for Pork Products

The Board of Commerce Takes the Drastic Step of Setting Prices on a Basis of Those of March 10 Last—Order Becomes Operative October 15—A Price Set on a Fallacious Basis

THE Board of Commerce at its concluding session in Toronto on Monday of this week has made a definite order that on October 15 the prices of pork and pork products shall go back to the figures at which they stood on March 10, and that any firm or packing house exceeding these figures will be considered to be making an unjust profit. It is intimated also that retailers will be carefully watched to see the decline is passed on to the consumer.

The present prices of some of the more important products, and the prices on March 10 are as follows, and the indicated reduction is shown:

	Sept.	Mar.	Reduc.
Hams	46	38	8
Picnic Hams	33	30	3
Breakfast Bacon	48	43	5
Trimmed Back	53	50	3
Rolls	38	33	5
Loin of Pork	48	40	8
Tenderloin	50	45	5
Common Sausage	22	20	2
Beef Tongue	70	65	5
Lard, in prints	52	37	15

On the face of things the Board of Commerce have actually taken action to reduce prices on what may seem to the uninitiated reasonable grounds.

A Fallacious Basis

The board have adopted the viewpoint that because prices of live hogs on Sept. 30 are approximately the same as they were on March 10, that therefore the price of the finished product should be the same on both dates.

Unfortunately this is arguing in face of the facts of the case. Cured meats take from one to two months in process, and therefore Sept. 30th bacon is not made of Sept. 30th hogs, but of hogs selling about Sept. 1, when the price of live hogs was quoted at $23.25. On March 10 the price of live hogs was $17.50, approximating fairly closely to the present figure of $16.75, but on the first of February, when the March 10 bacon was processed, hogs were also selling at $16.75. In other words the Board of Commerce has set an even price on pork products in one instance made from hogs costing $16.75, and in the other $23.25. Manifestly it is not a fair basis for price setting.

Just how this will affect the retailer it is difficult at the present moment to see, but it will unquestionably mean an entire change in prices, and an incessant suspicion and supervision that will be anything but a happy state of affairs.

The Terms of the Order

The terms of the actual order are as follows:

"In the matter of an inquiry into prices charged by packers of and dealers in animal products.

"Upon hearing read the evidence taken herein and upon hearing the parties concerned.

"It is ordered and declared that on, from and after the fifteenth day of October, 1919, pork and the products of hogs shall be sold by the owners or operators of packing houses at prices substantially the same as those which prevailed on the tenth day of March, 1919, and it is declared that on and after the said fifteenth day of October, 1919, any such person, firm or corporation within Canada, being an owner or operator as aforesaid, who sells any such pork or products of hogs for consumption within Canada at a price greater than those of said tenth day of March, 1919, shall be deemed to have sold same at a price which is unreasonable and unjust and at an excessive profit.

"And it is further ordered and declared that notwithstanding this order all sales of pork and products of hogs shall be made after the date of this order and until and after said fifteenth day of October, 1919, at prices which shall in relation to the cost of such goods be reasonable and just and not greater than those at this date prevailing, and always with relation to any descending cost of live hogs from time to time.

"Without prejudice to applications by any of said owners or operators of packing houses for reconsideration and without prejudice to applications by any other persons for further reductions.

"And it appearing that excessive retail prices have been charged, that this enquiry do proceed further with regard to the same with a view to a like declaration affecting retail dealers.

"This order is not to preclude any further action or proceeding by this board or any other authority or person in the premises.

"And that this order be served, as provided by the Board of Commerce Act, upon all persons, firms and corporations engaged in the business of packers of pork or pork products in Canada, and in each case shall thereupon bind and affect the persons, firms or corporations so served.

"H. A. ROBSON,
Chief Commissioner.
"W. F. O'CONNOR,
Commissioner."

The Packers' Reply

Following the issuance of this order, that came as a surprise to all the packers, who had done everything in their power to assist the investigation and were confident that they had made their case clear, so that there could be no suspicion of profiteering, a meeting of these interests was held, at which the following statement of their position was made public:

"The order of the Board of Commerce promulgated to-day is, on the face of it, impracticable.

"The implication of it is:

"(a) That packers are at present selling product at prices which would permit of reduction of two cents to 15 cents per pound without loss; or

"(b) That the board without regard to the actual cost of the product, arbitrarily imposes the reduction.

"Meats now being sold are the product of hogs bought in the past two months, during which live hog prices advanced throughout the world to the highest level in history. At present prices these meats are showing heavy losses. In regard to this loss packers desire no sympathy. It is a phase of the business which they meet in every year's operations.

"The actual facts are that in its most prosperous year the profits of the packing industry in Canada were less than one-half cent per pound of product sold.

"The order assumes to fix selling prices of products on the basis of market prices in March, regardless of and ignorant as to whether these prices will return cost or not.

"The action of the board has been taken after a superficial inquiry, without conference with the trade, and without any opportunity being afforded of presenting the packers' case.

"Not only does the order assume to fix present prices on an unfair basis, but it

enacts a basis of continued fixing of prices, which is unscientific and unsound, and would necessitate the operation of all plants at a continual loss.

"If left to take a normal course, prices of products will decline in keeping with the lower tendency of live hogs, but without the demoralization of the trade and of the live hog industry, to the detriment of the entire country, which must inevitably result, from the enforcement of such ill-advised regulation."

MUST PUT NET WEIGHT ON WRAPPED MEAT

The amendment to the United States Agricultural Appropriation Bill, providing that the net weight of wrapped hams and bacon shall appear on the packages, has been adopted by both houses of the National Congress and signed by President Wilson. This amendment was heartily supported by the National, State and Local Retail Grocers' Associations.

At the recent National Convention in Salt Lake, National Secretary Hattenbach was instructed to forward a telegram to Secretary Gronna, chairman of the agricultural committee, endorsing the amendment and urging its passage.

NEW PACKING FIRM FOR ST. JOHN

ST. JOHN, N.B.—A new pork packing industry is being established in Moncton, N.B., by two St. John young men, William M. Davis and Walter Jones, under the firm name of Jones & Davis. Work has been begun upon the construction of the plant which will be two storeys in height and have a frontage of fifty feet. They plan upon the installation of up-to-date machinery.

NATIONAL FISH DAY NOVEMBER 11

At a meeting of members of the Canadian Fisheries Association, held in Montreal early this week, it was decided to fix the date for 1919's National Fish Day for November 11—Armistice Day.

The meeting, which was a representative one, was attended by President A. H. Brittain and by Messrs. J. A. Paulhus, the originator of the idea which has taken so well, J. D. O'Connor, F. H. Stanley, Samuel Mason and Captain Frederick Wallace, secretary of the C. F. A. With a splendid season in prospect it is proposed to make this year's event a greater success than ever before.

CANADIAN GROCER understands that an interested producer will offer prizes of $25, $15 and $10 for the best-dressed fish window, and this will afford prizes that are really worth while to artistic window trimmers.

Know More About Fish

Some Interesting and Valuable Points for Retail Grocers, Butchers and Clerks

VANCOUVER, B.C.—Of especial interest to the food retailers throughout Canada at this time, is the subject of fish.

Each grocer and butcher is asking the question: "In what way can I show a healthy increase in my business this fall and winter—what am I going to push—what will appeal to my customers at this time—what will it cost me to take care of my additional business?" and many other queries.

Our editorial representatives, who are calling on our readers from coast to coast, have very frequently reported that many grocers and butchers make a regular practice of building up a strong fish department during the cold weather months especially. Throughout the great prairie provinces, Jack Frost relieves the retailer of the troubles of refrigeration, for several months—in fact, many grocers are able to lay in a stock of fish as soon as the cold weather sets in, and the clear, steady frost of the Canadian winter keeps them in perfect condition till used up, any shed, or outside chest serving for storage. Then again, as soon as the frost sets in, it is possible to sell a substantial order of frozen fish to the farmer customer, and he can store till used, the same as he does with his halves of beef and quarters of pork—to be thawed out as required. All this is done—depending on the frost of winter for refrigeration.

Rapid Transit Makes It All-Year Trade

However, throughout many months of the year—fresh fish can be handled and sold, wherever the express companies serve. The fish arrives frozen and packed in ice, but when held over, of course, has to be kept iced.

At present the fish most in demand from the Pacific coast is salmon, then halibut and the flat fish, brills and plaise. Herrings are also sold in large quantities, the latter also being marketed in the smoked, salted and pickled forms, as kippers, bloaters, etc.

The halibut is caught with hook and line, the fishing grounds being situated all the way from two hundred to two thousand miles from the rail-head. Each fish is cleaned on the fishing grounds, in most cases within at least six hours of being caught, and is then packed in crushed ice in the hold of the steam trawler or gasoline schooner as the case may be.

Some Interesting Facts Re. Salmon

Salmon of some variety or other are always available fresh except between the 15th of November and the first of February. In the spring, the spring salmon is caught and the various other varieties in their several seasons. They may be trawled for, caught with gill nets, purse seines, drag seines, or may be caught in traps. In the case of the talls, they are caught on the banks were they are found to feed. The salmon feeds on young herring, smelts, and what the fisherman calls red and black feed. This latter is somewhat of an unknown quantity. It resembles small red seeds, but belongs to the animal kingdom. It is peculiar of this particular food of the salmon, that if the salmon is caught, and killed, the small red agents start right in to eat up the salmon, therefore, all salmon caught over the feeding grounds are cleaned immediately. Those caught in nets, traps, etc., not likely to be full of this strange feed, are iced and cleaned when brought in.

Flat Fish Plentiful and Healthful

Owing to the possible food shortage during the war, the Government conducted a large educational campaign, bringing before the notice of the public the food values of the various fish, generally called "flat fish." The ocean teems with brill, plaice, flounders, sole, etc., the food value is quite equal to the better known halibut, and the cost is so reasonable that the dealer will do well to introduce to his customers, these varieties. The same may be said of the herring—the halibut trawlers very frequently report schools of herrings which they take two hours to pass through. The inlets all the way up the coast are often almost choked with herring. The few arriving in Vancouver at this time are known as summer herring, but the regular catches are made during the months of November, December, January and February. At this time thousands of tons are frozen, and are available throughout the balance of the year, in the same condition as when they were drawn from the water.

Freezing Fish

There are several large cold storage plants located in various centres in British Columbia, where the surplus fish are iced or frozen—and there is not a village served by an express company where a grocer or butcher could not be in receipt, whatever day in the week he should elect, of an assortment of salmon, halibut, brill, plaice, or herring. In these winter months that are coming on, there would be entailed no extra equipment, and the department would be found to be very profitable—and to supplement the sale of the other merchandise offered. Both from an economic standpoint and as a matter of variety the customer would be quick to appreciate the addition.

In the cold storage the fish are laid on racks in the sharp frost rooms, and are frozen completely, the process taking from 12 to 36 hours, according to the size of the fish. Each fish is then dipped in fresh water—and again subjected to a freezing temperature, thus hermetically sealing each fish in an envelope of ice.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 30—Produce markets are quite active this week and there are several important features to note. Hogs are still declining in price and there is every reason to look forward to still lower prices, the production being quite heavy, in view of the fact that consumption, aside from export business, has been lighter of late. Butter is easier in the undertone and may decline. Cooked meats and hams, bacon and barrelled pork are all lower. Lard is down two cents a pound and shortening may decline. Cheese is firm and active as are also eggs. Poultry prices are materially reduced and there is also a weaker fish market. Trade is reported active.

Still Lower Go Pork Products

Montreal.

FRESH MEATS.—Live and dressed hogs are lower to the extent of one cent a pound all around over the prices obtaining last week. There is a great deal of softness to the undertone and with export unlikely to improve, in view of the conditions in Great Britain, it is probable the slumping may continue. Choice hogs of light weights are selling at $17 to $17.50 per cwt. Everything points to a lowering of prices this fall and winter, if the advices from large markets on this continent are to be taken as an indication. In part, the accumulating stocks held in various parts of the country is one of the reasons for the easing tendencies.

FRESH MEATS—		
Hogs, live	$17 00	$17 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	....	27 00
Sows (heavy)	22 50	23 50
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Spare ribs	0 23	0 24
Trimmed shoulders	....	0 29
Pork sausage (pure)	....	0 26
Farmer sausages	....	0 22
Fresh Beef—		

(Cows)			(Steers)	
$0 20	$0 22	..Hind quarters..	$0 26	$0 27
0 12	0 14	..Front quarters..	0 14	0 16
....	0 27	..... Loins	....	0 34
....	0 23	..... Ribs	....	0 25
....	0 11	.... Chucks	....	0 14
....	0 18	..... Hips	....	0 22

Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), lb.	....	0 16

Hams Declining; Bacon; Barrel Pork

Montreal.

CURED MEATS.—Declines are the order for hams and bacon, barrelled pork and various rolls. This is in definite accord with the lowering tendencies on pork and pork products. It now looks as though the tendencies will continue downward, and as if pork will again come into favor with a decided increase in its use in the household. This should be of some satisfaction to those who are handling the line, for the high prices prevailing have indeed restricted the use of these products. Revised prices will be found herewith.

Hams—		
Medium smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 40½
14-20 lbs.	0 39	0 40
20-25 lbs.	....	0 37
25-35 lbs.	....	0 29
Over 35 lbs.	....	0 28
Bacon—		
Breakfast	0 44	0 52
Windsor	....	0 53
Cottage rolls	....	0 35
Picnic hams	....	0 29
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	60 00
Clear fat backs (bbl.) 40-50 pieces	....	66 00
Heavy mess pork (bbl.)	....	51 00
Plate Beef	....	35 00
Mess Beef	....	0 32

Cooked Meats Down; Tendencies Lower

Montreal.

COOKED MEATS.—At this time, with pork on foot, and dressed, declining in price from day to day, the tendencies are necessarily downward for cooked and roast hams, etc. There is a fair, but a somewhat restricted sale for these, now that the active picnic season is well over. Further declines may be effected in the immediate future.

Head Cheese	0 13	0 15
Choice jellied ox tongue	....	0 62
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 60
Hams, cooked	....	0 60
Shoulders, roast	....	0 57
Shoulders, boiled	....	0 50
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 16	0 17

Lard Loses Around Two Cents a Pound

Montreal.

LARD.—The price of lard has declined about two cents a pound since one week ago. This follows the lowering tendencies for pork and the undertone is naturally an easier one with still lower prices probable within the week. The movement is reported quite large and satisfactory.

LARD, pure—		
Tierces, 100 lbs., per lb.	0 32	0 34
Tubs, 50 lbs., per lb.	....	0 32½
Pails, 20 lbs., per lb.	....	0 32¾
Bricks, 1 lb., per lb.	0 34	0 35

Shortening Easy But Still Holding

Montreal.

SHORTENING.—Domestic shortening is naturally easy in the undertone, for with lard easier, the tendencies are downward. While quotations are still unchanged there is reason to anticipate an easier price basis. The movement is seasonably satisfactory.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	....	0 30½
Pails, 20 lbs., per lb.	....	0 30¾
Bricks, 1 lb., per lb.	....	0 32

Margarine Slow And Unchanged

Montreal.

MARGARINE.—While there has been no change in the margarine price basis, it is stated that the demand is not a heavy one and many consumers appear to be using regular quantities of butter. There is likely to be a speedier movement in the very near future.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Butter is Weaker And May Decline

Montreal.

BUTTER.—The tendencies are decidedly easier on butter, for the competitive demand has lessened, with a consequent reflection in the price basis. It is probable that before the week-end lower prices may be in effect. In the meantime the receipts are smaller, although there is plenty of supply for the local requirements.

BUTTER—		
Creamery, prints, fresh made	0 57	0 58
Creamery, solids, fresh made	0 56	0 57
Dairy, in tubs, choice	0 49	0 50
Dairy prints	0 50	0 51
Bakers'	0 45	0 47

Good Buying Demand Has Firmed Cheese

Montreal.

CHEESE.—While there has been no actual change in the quotable basis for cheese, the tendencies are firming, the demand from buyers making a keener competition. The prices paid by various buyers is higher than that paid in the regular way by Government agents, that is, in some cases. Some export has been developing with private concerns for various quantities, and the movement is quite heavy now.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Eggs Are Active At Full Prices

Montreal.

EGGS.—Prices are fully maintained for eggs. The best grades are in popu-

lar demand from both domestic sources and from the outside, also. There has been a decided impetus to the export demand of late and large supplies are being sent forward at present from this port. The production is being severely taxed by the excessive demand.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 64
New laids	....	0 68

Poultry Moves To Still Lower Levels

Montreal.

POULTRY.—Prices are lowering on poultry and this is the direct result of accumulating supplies. Shipments from the farmers, too, are stated to be in any but prime condition, in the majority of instances, and as a consequence, the buyers have been grading extensively and are paying according to the condition of the stock offered. Both dressed and live prices are materially lower.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)— (Buying Prices)		
Chickens, light weights	....	0 17
Heavy weights	0 22	0 25
Ducks, young	0 17	0 18
Old	....	0 15
Geese	0 15	0 20
Live—Old fowl	0 22	0 28
Roosters	....	0 15
Turkeys	....	0 35

Fish Moves Well With Prices Down

Montreal.

FISH.—Seasonably speaking, there has been quite a good movement of fish to the trade, and the prices are, in some instances, lower. Fresh fish from the sea and from the lake regions have been in good supply and the outlook is for an increased sale from this time forward. The producers and the jobbers, alike, anticipate a satisfactory business this fall.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	**0 12**	**0 13**
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails ¼ per 100		1 75
Crushed Oysters Shell, 100-lbs.		1 50
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Oct. 3—Easier prices prevail in the markets for fresh meats and also on smoked meats. In fact all pork products are easier, in keeping with the lower quotations in the market for live hogs. The butter market is steady, while eggs are inclined to be firmer. Poultry is strong.

Hams and Bacon Selling Lower

Toronto.

PROVISIONS.—Easier prices are now ruling on hams and bacon. All smoked meats have been marked down, in keeping with the general downward trend in pork products. Backs of hams, skinned, rib, are quoted at from 51 to 52 cents per pound, and the boneless at from 54 to 55 cents. Ordinary breakfast bacon is selling at from 40 to 45 cents per pound, and the fancy bacon at from 48 to 52 cents. There is a good demand for all smoked meats, and also for dry salt meats.

Hams—		
Medium	0 42	0 44
Large, per lb.	0 28	0 40
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 54	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 38	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 32
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	52 00
Short cut backs, bbl. 200 lbs.	....	64 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	58 00
Lightweight	....	62 00

Above prices subject to daily fluctuations of the market.

Easier Quotations On Fresh Meats

Toronto.

FRESH MEATS.—The tendency in fresh meats is generally easier. The prevailing prices for live hogs are ruling around $16.75 on the f.o.b. basis, and dressed hogs, 70-100 pounds, are quoted to the trade at $28. Fresh "cuts" of pork are about steady with a week ago. Hind quarters of beef range from 15 to 26 cents per pound, and front quarters at from 10 to 15 cents. Calves are selling at from 20 to 28 cents per pound, and yearling lambs at from 16 to 18 cents. Spring lamb is from 17 to 22 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 75
Libe, f.o.b., per cwt.	....	16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 35	0 38
Loins of pork, lb.	0 39	0 40
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	....	0 14
Picnics, lb.	....	0 26
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 30
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 26
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 15	0 27
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 25	0 32
Hips, lb	0 15	0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 20	0 28
Lambs, whole, lb.	0 16	0 18
Spring lamb	0 17	0 22
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Moderate Demand For Cooked Meats

Toronto.

COOKED MEATS.—There is a moderate demand for cooked meats, and prices are unchanged as compared with a week ago. Boiled hams are selling at from 58 to 60 cents per pound, and roast hams at from 61 to 63 cents.

Other lines of cooked meats are steady.

Boiled hams, lb.	0 58	0 59
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 51	0 53
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	0 62	0 65
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Butter Market Steady and Firm

Toronto.

BUTTER.—The market for butter is steady. Prices are unchanged from last week. The business in butter is largely for domestic account, as there is being very little exported. Last week's exports did not total over 3,000 packages. Dairy prints are selling to the trade at 51 cents.

Creamery prints (fresh made)	0 56	0 58
Creamery solids (fresh made)	0 55	0 56
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Has Active Inquiry

Toronto.

CHEESE.—There is no change in the market for cheese. Prices to the trade are steady, and there is an active demand for domestic account. Large cheese are quoted at 28 cents, and Stiltons at 31 cents.

Cheese—	
Large	0 28
Stilton	0 31

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Storage Eggs Now Being Drawn On

Toronto.

EGGS.—Storage eggs are now being drawn upon to supply the demand. Supplies of new laids coming forward are very light. They are selling to the trade at from 62 to 65 cents in cartons. The number one storage eggs are selling at from 58 to 61 cents.

Eggs—		
No. 1 storage, doz.	0 58	0 61
Special new laids, in cartons, dz.	0 62	0 65

Prices shown are subject to daily fluctuations of the market.

Lard Quotations Are Easier

Toronto.

LARD.—The quotation on lard, tierce basis, is again easier at from 32 to 32½ cents per pound to the trade. There is an active inquiry for the same.

Lard, tierces, 400 lbs., lb.	0 32	0 32½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Brisk Demand For All Fish

Toronto.

FISH.—Blue Point oysters are now being quoted by the dealers, the 800's seilinfi at $14.50, and the 1000's at $13. There is a good demand for all kinds of fish, and prices are steady with last week. Both fresh and sea fish are selling freely.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	....	0 30
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	3 40	3 65
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	14 50
Do., 1000s	....	13 00
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 09	0 10
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 15	0 16
Whitefish, lb.	0 13	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 15
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Shortening Now Down to 27½ Cents

Toronto.

SHORTENING.—Shortening is also very much easier, and is now quoted down to 27½ and 28 cents per pound, tierce basis.

SHORTENING—		
Tierces, 400 lbs., lb.	0 27½	0 28

Poultry Receipts Fairly Heavy

Toronto

POULTRY.—Receipts of poultry are fairly heavy just now. There is a good demand for all available, however, and prices of the same are steady and strong. Dealers are paying from 23 to 28 cents per pound for spring chickens at Toronto. They are selling to the trade at from 32 to 35 cents.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 30	- 0 35
Roosters, lb.	- 0 18	- 0 20
Fowl, over 5 lbs.	-	0 25- 0 28
Fowl, under 3½-5 lbs.	-	0 20- 0 25
Spring chickens, live	- 0 20	0 23- 0 28

Prices quoted to retail trade:—	Dressed	
Hens, heavy	$0 32	$0 35
Do., light	....	0 33
Chickens, spring	0 32	0 35
Ducklings	....	0 35
Turkeys	0 40	0 40

BRITISH COLUMBIA MARKETS

Fresh Meats Are Steady

Vancouver.

FRESH MEATS.—There is no change in the quotations on fresh meats this week. Prices are steady at the easier figures.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef cows, lb.	....	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Easier Prices Now on Bacon

Vancouver.

SMOKED MEATS. — Easier prices prevail on bacon and smoked backs this week. Hams are unchanged, but cooked ham is now selling at 62 cents.

SMOKED MEATS—		
Bacon, No. 1, med., lb.	....	0 54
Bacon, No. 1, heavy, lb.	0 51	0 53
Smoked backs, lb.	....	0 48
Hams, No. 1, lb.	....	0 50
Ayrshire rolls, lb.	....	0 50
Cooked rolled shoulders, lb.	....	0 48
Hams, cooked	....	0 60

Eggs Again Show Advances

Vancouver.

EGGS.—The egg market here continued the advance. Fresh eggs are now quoted at 80 cents, and case lots at 60 cents.

EGGS—		
B.C., fresh, car lots	0 70	0 80
Albertas, case lots	....	0 60
Cooking, case lots	0 45	0 52

Cheese Market Steady and Strong

Vancouver.

CHEESE.—The market for cheese is steady and very strong. No change in quotations is reported.

CHEESE—	
B.C. Cheese, lb.	0 30½
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.	0 32¼
Stiltons, lb.	0 36

Lard is Quoted Down a Cent

Vancouver.

LARD.—Lard is quoted a cent per pound lower this week. On the tierce basis it is selling at 32 cents per pound.

LARD—		
Compound, tierce basis, lb.	....	0 31
Pure, tierce basis, lb.	....	0 36½

Sockeye Salmon $1 Case Higher

Vancouver.

FISH.—Sockeye salmon is now quoted $1 per case higher than opening prices. Steel head salmon is quoted at 10c per pound. Crab chicken, summer herring and fresh chum salmon are ruling at 5 and 5½ cents per pound. There is no cod on the market.

FISH—		
Salmon—		
Fresh Cohoe	....	0 15
Fresh Spring	....	0 17
Fresh Steel Head	....	0 10
Fresh Chum	....	0 05½
Fresh Humpback	....	0 05
Chicken Halibut	....	0 14
Chicken Halibut, medium	....	0 16
Block and heavy Cod	....	0 10
Fresh Smelts	....	0 11
Frozen Smelts	....	0 10
Shrimps	....	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	....	0 22
Smoked Pink Spring	....	0 20
Haddies, Western	....	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	....	1 40
Do., medium	....	0 85
Soles	0 06	0 07

Butter Quotations Are Unchanged

Vancouver.

BUTTER.—Quotations on butter are unchanged. The market for both butter and margarine is steady and strong.

BUTTER AND MARGARINE—		
Government grade	0 55	0 60
Margarine	....	0 36

Continued on Page 48

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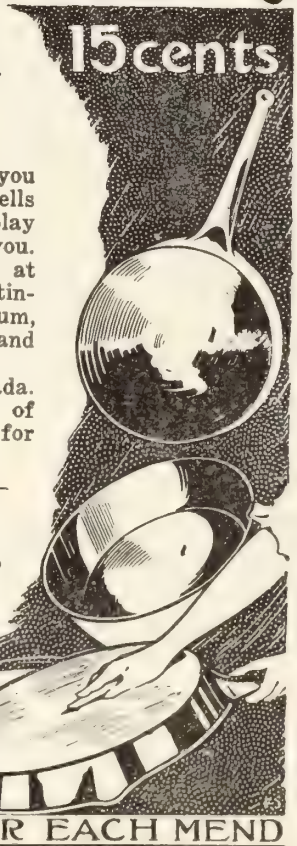
Fast Seller with Big Profits



Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

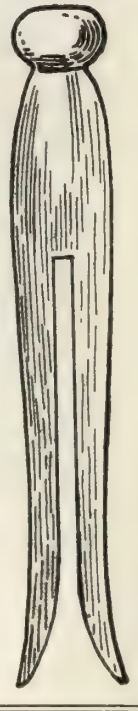
N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024. MONTREAL, CANADA

COSTS ONLY ½c FOR EACH MEND

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

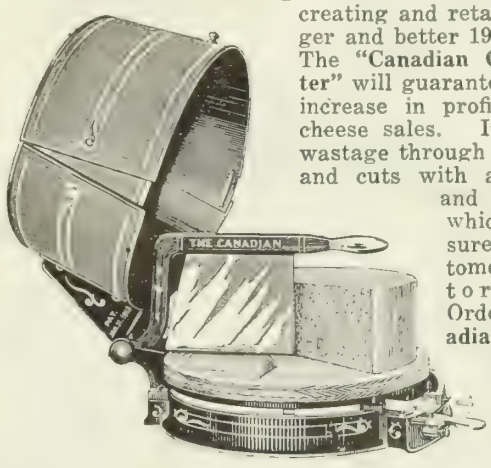
Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The **"Canadian Cheese Cutter"** will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a **"Canadian"** to-day and reap your share of prosperity. Only $18.00.



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.

SALT PLANT, WINDSOR, ONTARIO

Windsor Table Salt
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

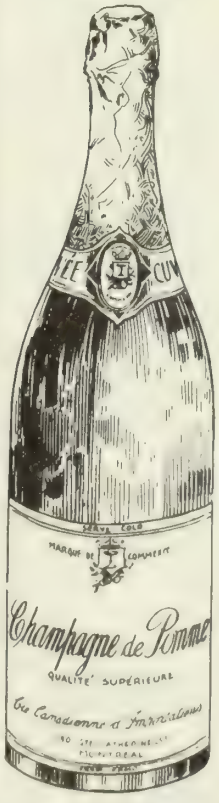
THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

NOW



It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

Wantmore

PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

Your Dealer has it and also "Wantmore" Salted Peanuts.

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

A BETTER PRODUCT BETTER ADVERTISED

People everywhere are keen for Fowler's "Wantmore" Peanut Butter. Its "betterness" has placed it at the head of the line and we're backing it — creating and fostering a still wider demand through consumer co-operation with the "Wantmore" dealer.

We want you to share in this profitable demand. Try "Wantmore" next time—a small stock to begin with. Show it in your displays and mark how easily it will sell and repeat.

No 1

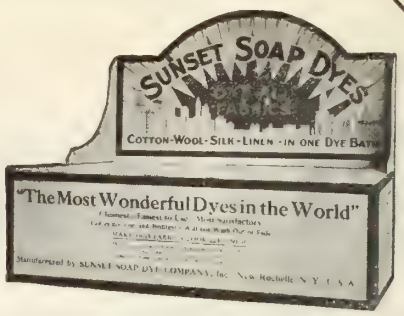
If you wish to advertise "Wantmore" locally ask us to supply you with suitable cuts.

WANTMORE PEANUT BUTTER

The Finest Spread There is for Bread

R. L. FOWLER CO., LIMITED
CALGARY SASKATOON REGINA

Supply All Colors



Make More Sales

Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.
Mount Vernon, N.Y. Toronto, Canada

Sales Representatives for U.S. and Canada
Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

Stands Alone

Strikingly advertised H.P. Sauce is known throughout the world as the most appetising sauce.

Wherever sold it attracts a ready custom and gives impetus to trade.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

CHOCOLATTA

We would like every grocer in Canada who reads our advertising to try CHOCOLATTA for himself. We feel sure that the purity and general excellence of CHOCOLATTA, combind with its great ease of preparation, would so impress itself upon you that you would not only be sure to carry CHOCOLATTA in stock regularly, but that you would also recommend it to your customers from your own personal knowledge of its good qualities.

Write to us for full particulars.

THE NUTRIENT FOOD COMPANY LIMITED
1266 QUEEN STREET WEST
TORONTO

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

COUNTER CHECK McCASKEY BOOKS

System and Fire Protection combined—

Monthly Payment Plan—

Made to Accommodate Any Number Accounts—

Metal Cabinet Safe Register System

McCaskey Systems, Limited

235 to 245 Carlaw Avenue Toronto, Canada

Up-to-date labor-saving machinery will take the drudgery out of keeping store records

A man should never do the work which a machine can do quicker, better, cheaper and easier.

Let a National Cash Register and Credit File do your work—

Put these two labor-saving devices in your store. They will help you to do business in business hours.

Your time and money are the very lifeblood of your business—

Protect them with a National Cash Register and N. C. R. Credit File. There is no need of risking business failure when safety is so easy and certain.

Labor-saving machinery offers you a great opportunity—

Thousands of your fellow merchants in Canada can tell you that a National Cash Register and N. C. R. Credit File put them on the road to greater profit and less work. You have the same opportunity!

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	Quebec	133 St. Paul Street
Edmonton	5 McLeod Bldg.	Regina	1820 Cornwall Street
Halifax	63 Granville St.	Saskatoon	265 Third Avenue S.
Hamilton	14 Main Street East	St. John	50 St. Germain Street
London	350 Dundas Street	Toronto	40 Adelaide Street
Montreal	122 St. Catherine Street W.	Vancouver	524 Pender St. W.
Ottawa	306 Bank Street	Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

Thousands of Footsteps
You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements

Contrast this method of oil handling with a

BOWSER ESTABLISHED 1885

Oil and Gasoline System

a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser Co., Ltd. -:- 66-68 Frazer Avenue TORONTO, ONT.

Sales Offices in all Centers Representatives Everywhere

For Gasoline, Kerosene and Other Oils

66% Profit On Your Investment

Grasp this opportunity! Think of the thousands and thousands of Liquid Veneer users who will purchase the new, phenomenal

LIQUID VENEER MOP

MADE IN CANADA

All you have to do is display it. And our special introductory offer makes it a splendid, profit-paying article to feature. 66% Profit on your investment!

And remember, every mop you sell means greatly increased sales on Liquid Veneer.

Write for information.

BUFFALO SPECIALTY CO.

346 Ellicott St., Buffalo, N.Y. Bridgeburg, Ontario

THINKING OF MINCE MEAT ?

Soon your jobber's salesman will be in to sell you mince meat. If you have handled Bowes Mince Meat before you will unhesitatingly select it again this season as your leading line. But, if you have never sold this well-known brand before, we would urge you to give it a trial. You will be surprised how much profit there is for you and satisfaction for your customers in this good product.

ORDER YOUR REQUIREMENTS FROM YOUR JOBBER.

A Tip to the Dealers

Here is a marmalade to put on your regular buying list. Its fresh, wholesome, appetizing flavour has made it so popular that it is in constant demand.

Only Seville oranges and pure cane sugar are used in the manufacture of

Shirriff's (True Seville) **Orange Marmalade**

but it is the result of many years' experience in **specializing** upon the making of marmalade. That accounts for just the right qualities which have made Shirriff's a favorite with nearly all good housewives.

Write for a case to-day and watch it go.

Imperial Extract Company, Toronto

Agents for Canada : **Harold F. Ritchie & Co. Toronto *and* Montreal**

PRICES ADVANCING

The man who sits waiting for prices to decline will not get his reward for waiting for some time to come.

Higher wages and shorter hours are absolutely bound to send prices higher and higher, and it is only common-sense to conclude, that the shorter hours and higher wages increase the cost of production, and it is the consumer that will have to pay this increased cost.

Now, to-day, we still offer to make and pack for any grocer in any part of Canada, a high-grade Baking Powder in 1-lb. tin cans with a beautiful lithographed label with the dealer's special brand, his name and address, and any other advertising matter he may desire, at a **Special Price of $25.00 per gross, F.O.B. Toronto.**

We guarantee to give you a quality that will produce 100% satisfaction, and the housewife will be unconditionally satisfied with the product we will pack for you.

At this special price many merchants are ordering 3 and some 5 gross lots, as they know quite well they will pay about $30.00 per gross before many weeks' time.

To-day, at $25.00 per gross, we will accept orders for any quantity from 1 gross up. We have big contracts going through at present and will require ten days' time on all orders.

We have 30 designs in labels for you to choose from. If you would like to test a sample of our product we will mail same to you immediately, along with labels that we consider will appeal to you. Kindly attach this announcement to your inquiry, and address your inquiries or orders to.

THE HARRY HORNE CO., LIMITED

(PROPRIETORS OF INTEGRITY MILLS)

1297-1299 Queen St. West **TORONTO**

White Swan Wheat Flakes

Nutritious Appetizing

Every lover of a wholesome breakfast food will become a "friendly" customer after you have sold her White Swan Wheat Flakes. Made, as they are, from the very finest wheat, and in a way that brings out all its flavor and nutriment, they cannot help but satisfy.

Suggest White Swan Wheat Flakes once and your customers will ask for them afterward by preference.

Try an order and prove this statement.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

KING GEORGE'S NAVY

CHEWING TOBACCO

keeps the men coming back

Right there is the big advantage of selling King George's Navy regularly. It's a "repeater"—a daily "repeater" that keeps the cash register ringing merrily and builds up better business.

Get a supply of King George's Navy from your wholesaler. Show it in your store. Let the men know you are selling it and it will sell — good and strong.

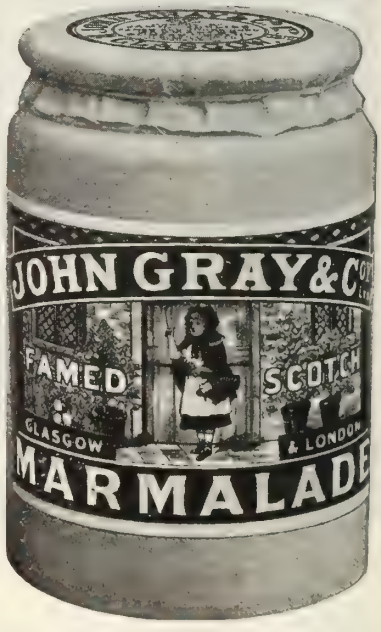
Rock City Tobacco Co., Ltd.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.



CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Junket
MADE with MILK

"What shall I have for dessert?" No longer does the wise housewife worry over the dessert problem. Long since she has learned how Mrs. "Smith" pleased her family with such delicious, dainty dishes, made from "Junket." Then she, too, joined the ranks of ardent "Junket fans."

The variety of uses for Junket tablets is so widened that they are in constand demand. Doctors prescribe "Junket" for the kiddies and the sick room. Nurses use it as a delicious, nutritious food.

The Dessert "Supreme"

"Junket" offers you a good margin of profit—Its big demand makes it a quick seller. Extensive advertising in Canada's leading magazines and journals creates a steady call for Junket.

Sold in 10-Tablet packages that retail at 12c with a good profit.

Chr. Hansen's Canadian Laboratory
Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST -- TORONTO

All Canadian Milk Products

In the heart of one of Canada's finest dairying districts is the home of the Malcolm Milk Products. The All-Canadian Condensed Milk Company selling to the Canadian people. Only pure, rich milk, from selected sleek, healthy cattle, goes into Malcolm's products. Herds of high-grade milk-producing cattle, pastured in sunshiny, dewy-covered fields furnish the creamy milk. Experts analyze it, scientifically process it, and securely seal it in the familiar Malcolm milk containers.

Display your Malcolm Stock

Superior Quality —an atractive container.

Earn a greater margin of profit by selling Malcolm's All-Canadian Milk Products.

We guarantee the quality of these brands to be unexcelled and rarely equalled, barring none. Housewives are rapidly learning of Malcolm's quality, stock them, sell them.

Keep Canadian money in Canada.

Excellent keeping qualities, and a creamy flavor.

THE
MALCOLM CONDENSING CO., Ltd.
St. George, Ontario
All-Canadian Condensed Milk Company

Meal Time is KLIM Time

At practically every meal in every home some milk-containing food is served. It may be scrambled eggs at breakfast, or tea biscuits at luncheon, or creamed potatoes at dinner, or one of a dozen other foods. Whatever it is, if it requires milk in the making it can be made economically if Klim—powdered separated milk, is used.

Sell Klim as an every-meal economy. Your customers will soon get the Klim habit.

Canadian Milk Products Limited

Toronto

Winnipeg Montreal St. John

BROOMS, BRUSHES
CANADA BRAND
WHISKS & TOY BROOMS
Trade Mark

Canada Beaver Brand Brooms

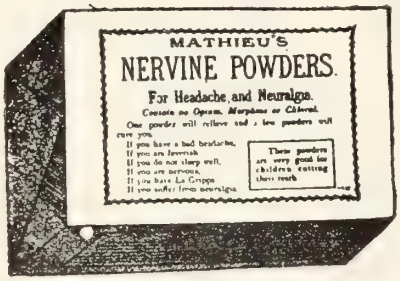
Service that satisfies is embodied in every broom we make.

They're reputation for lasting qualities makes them popular sellers.

Canada Beaver Brand Brooms, Whisks, Brushes and Toy Brooms should be displayed in your store.

Try them.

The Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber - London



Why suffer the tortures of headaches, neuralgia, sleeplessness, etc?

MATHIEU'S
NERVINE POWDERS

Will absolutely remove the pain and suffering. Not one constitutent of these powders can hurt the frailest constitution. You may give them to Baby while cutting teeth with perfect safety. Grocers throughout the country are making big profits. Are you one of them?

J. L. Mathieu Co.
Proprietors
SHERBROOKE QUEBEC

Y & S
STICK LICORICES
in 10c Cartons

Everything in Licorice for all Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

Packaging and the H. C. of L.

The Housewife who buys *all package goods* really breaks her own back.

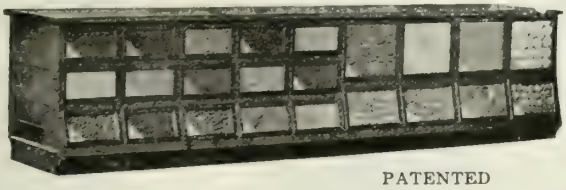
The Housewife who buys *some* goods "by-the-pound" lightens her H. C. of L.—tremendously. Tell her so, Mr. Grocer! *It's the truth!* It will pay you to do it! But to sell the Housewife *more Food without the package frills* —she must *know*—she must *see* —that the bulk goods you sell her are *clean.*

And you can't sell her bulk goods that are sanitary and clean without the *Sherer Food Container* — a counter that keeps clean all bulk goods it contains.

The *Sherer* is good for the Housewife. The *Sherer* is good for you too, Mr. Grocer, just *because* it *is* good for the Housewife. The *Sherer* is good for you again—because it's convenient. It takes fewer steps—fewer motions to handle the 31 different articles it contains; the 31 are almost within your reach as you stand at its centre.

The *Sherer* easily pays for itself. And it silently stamps you as an enemy of the high cost of living—a friend of the Housewife—a sanitary, clean, up-to-date Grocer!

So write for our Catalog 57. *Do it to-day.* It will *pay!*



PATENTED

SHERER-GILLETT CO., LIMITED

Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter

GUELPH ONTARIO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want **Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.**

When in Doubt Try the "Want Ad' Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

A. Escoffier

MONSIEUR A. ESCOFFIER, CHEF DE CUISINE, CARLTON HOTEL, LONDON, the WORLD'S MOST EMINENT FOOD EXPERT, has prepared specially for export to CANADA, a selection of his most exquisite Chefs-d'oeuvres which have made his name supreme in Culinary Art amongst Royalty and discriminating epicures.

CANADIANS!

IS THE BEST GOOD ENOUGH FOR YOU?

If so we request you to try

ESCOFFIER SAUCE DIABLE—For Fish
DERBY SAUCE—Fish & Meats
SAUCE MELBA—For Sweets

For All Viands

ESCOFFIER PICKLES & CHUTNEY

ESCOFFIER SAUCE ROBERT & TOMATO CHUTNEY

We have recently manufactured

THE ESCOFFIER MEAT, GAME & FISH PASTES

in 12 varieties, for which we are experiencing extraordinary demands

ORDER IMMEDIATELY

ESCOFFIER LIMITED, 6 Ridgmount St., London, Eng.
A.B.C. Code, 5th Edition

Did you ever see a clerk so new that he didn't know Gold Dust?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

Nippy Mornings

usher in the pancacke season and pancakes call for syrup.

Mapleine

makes delicious "mapley" tasting syrup and costs but $1.02 a gallon. Customers will be glad to learn of this saving—recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring, too—in all sweets and desserts.

Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-452

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60; Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.45; 1s, $1.95; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.75.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $2.45; 1s, $4.35.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincement (in glass)—1s, $3.95.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (i nglass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
36 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, excep potato flour)	

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 60
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, 1 doz. in case	5 75
20-lb. tins, ¼ doz. in case	5 70
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 176 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles.)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

SALT

Diamond Crystal Salt is easily the premier salt of America, if not of the world. The manufacturers of this Salt have perfected their product to such an extent that this make is now considered the standard, both for table and dairy use. If you have not handled it you are certainly missing a good one, for you can take any of their lines and we feel perfectly safe in saying they are all pre-eminent.

Diamond Crystal Table Salt is incomparable.

Diamond Crystal Dairy Salt will get better results for butter makers than any other kind.

Diamond Crystal Cooking Salt will make better bread than any other brand.

This has all been proved by the most rigid tests everywhere.

Shaker Salt - -	case 2 doz. -	2.40
Diamond Crystal Table	case 3 doz. -	1.65
Bbls. Diamond Crystal	150 - 2s -	7.35
Bbls. Diamond Crystal	75 - 4s -	7.15
Bbls. Diamond Crystal	2s and 4s asstd.	7.30
Bbls. Diamond Crystal	asstd. 2s, 4s, 12s	7.25
Bbls. Diamond Crystal	24 - 12s -	7.05
Bbls. D. C. Flake (for Bakers and Dairy use)	280 lb.	4.40

Special Prices for Car Lots from Factory

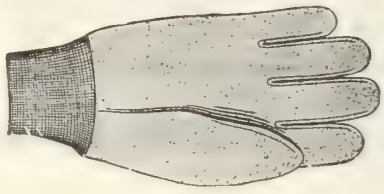
SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

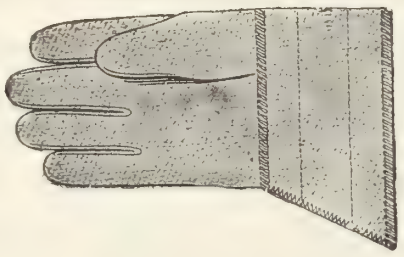
CHURCH STREET & ESPLANADE TORONTO

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company

Chatham Ontario

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

If you miss a sale of *Sani-Flush*, you lose a profit. Perhaps the prospective buyer will purchase *Sani-Flush* at another store. It is possible that she will do without, which means a loss of profit for all of us, beside depriving the consumer of a wanted commodity.

Every merchant who caters to people living in modern homes should have *Sani-Flush* in stock. Do not lose sales on this article by neglecting to order.

Sani-Flush is a staple in millions of homes.

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz....	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.

Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in cse, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case. per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case. per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

K. W. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran.	

BRODIE AND HARVIES

XXX self-rising flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb self-rising flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent self-rising flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

Toronto Prices Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.....	1 80

GRAPES

Now at their best. Let us quote you on carloads or smaller quantities. Prompt execution of all orders guaranteed.

Fresh cars just arrived of

CRANBERRIES
GRAPE FRUIT
SWEET POTATOES
SPANISH ONIONS

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

CALIFORNIA TOKAY GRAPES

Are now coming freely and quality fine.

Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.
Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg

Deliciously Satisfied

You'll always find Marsh's "Concord" Grape Juice touches the "spot." You can depend on satisfied customers when you recommend Marsh's Grape Juice, Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe, are equally as good.

Do "you" profit from their big demand?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

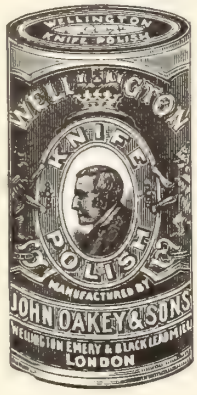
The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



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"WELLINGTON"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

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Sankey & Manson, 839 Beatty Street, Vancouver.

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO c.
100 Emerson Place Brooklyn N. Y.

Rex Floor Wax

You can sell this floor wax to your customers. Many people will require such an article for entertaining. It makes the floor glossy and preserves the wood.

THE REX CHEMICAL COMPANY
103 Wellington - Montreal

McDONALD ADAMS Winnipeg | S. H. MOORE & CO. Toronto | KING & SOUTHCOT Vancouver

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BUYERS' MARKET GUIDE
Latest Editorial Market News

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Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

Send for Catalogue.

Climax Baler Co.
Hamilton, Ont.

SOUTHERN RICES ARE NOW EN ROUTE

Shipments of new Southern rices that are now en route are expected to relieve the scarcity in rices that is at present prevailing. These rices are of very fine quality and are expected to sell to the trade at 16 cents per pound. While there may be some easing off in prices with the freer supplies coming forward, it is likely that rice quotations will remain at high levels for some time to come, because of the heavy demand that exists for rices both on this side and for European account. Tapioca is still very scarce.

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

GASOLINE MANTLES
FOR THE FINEST···BUY AN R-M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R M BAG
JUNIOR R-M-BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

SALT

All Grades.—Carloads.
THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARI

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—THREE OR FOUR SILENT SALESman cases, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

WANTED—A CAR OF CHOICE POTATOES, white stock. Wire best quotations at once to A. L. Bicknell & Co., Dunnville, Ont.

POSITIONS WANTED

AN EXPERIENCED TEA TRAVELLER WITH good connection in Maritime Provinces open for engagement. George Dishart, 136 Carmarthen St., St. John, N.B.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENTS WANTED

JOBBERS WANTED TO HANDLE NEW STOVE polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

AGENCIES WANTED

WANTED—A GOOD AGENCY FOR QUEBEC City and District, grocery, chocolates and candy. Box 746, Canadian Grocer, 143 University Ave., Toronto, Ont.

When writing to advertisers kindly mention this paper.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—NEW 200-ACCOUNT BARR REgister, $100; cost $120. Has not been used. Box 730, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—TAYLOR SAFE, $100—FACTORY price, $195; Dayton computing and grocery scale, $150—factory price, $220. Both good as new. Terms cash. Box 744, Canadian Grocer, 143 Unversity Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazzard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

Say you saw it in Canadian Grocer, it will identify you.

Here's a popular line for the Present Season —a product that EVERYBODY likes!

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna—Davies "Lakeside" Bologna — Davies Belforts — Davies Wieners* —all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO TORONTO

Canada Food Board Packer's License No. 13-50

The Dayton Scale in your Store looks good to your Banker

It inspires confidence. The appearance of a Dayton Scale in your store has farther reaching effects than you'd believe. It ensures correct weight and absolutely accurate price calculations, of course. But, every one who sees a Dayton Scale in your store thinks more of you and your establishment because it is there. It is the sign of progressiveness. It is the sign of the square deal. It makes your clerks take just a little more pride in the man they work for. It shows your customers not only that you are prosperous, but that you are a sensible, modern, progressive merchant.

The scale shown above flashes your advertisement every time it is used. Your store is well advertised. Send for our new illustrated catalog.

DAYTON COMPUTING SCALES

(Made in Canada

Frank E. Mutton
Vice-Pres. and Gen'l Mgr.

Royce and Campbell Avenues, Toronto
Also at Montreal, Winnipeg, Vancouver

Division International Business Machines Co. Also Makers of International Time Recorders and Hollerith Electric Tabulators

CANADIAN GROCER

Members of the Associated Business Papers – Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, OCTOBER 10, 1919 No. 41

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

Our Indirect Salesmen

EVERY business, in order to succeed, must have a fair and just policy as its foundation. Any deviation from that policy, weakens the foundation.

There are several phases of a business policy and we will endeavor to point out an important one, DISTRIBUTION.

The method of selling directly to the Wholesale Trade was decided upon for O-Cedar Products because it widened our field of sales and cut down our distribution costs.

Instead of the merchants who sell O-Cedar Products, being called on once or twice a year by our salesmen—an indirect representative, the Wholesale Salesman—calls on you every day or week for your repeat orders for O-Cedar Products.

Because of this method of distribution the Retail Merchants can buy in smaller quantities, more frequently and easily; and this, combined with a fair margin, makes O-Cedar Products a very profitable line for the merchant to feature and sell.

Channell Chemical Company,
Limited
TORONTO

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

It's Sound Business to put Your Selling Efforts Behind Repeaters

Borden's

Borden's

Borden Products have attained the pinnacle of superior quality and purity and have remained there for over 60 years.

Housewives recognize this fact—they have proved it. It takes little selling effort to complete a "Borden" sale because your customers know how good the Borden lines are.

Borden's

MILK PRODUCTS LEAD IN QUALITY

Are you selling as much of Borden's Milk Products as you should?

Borden quality is backed by a big, strong advertising campaign, and every grocer can cash in on it by using window displays and other Borden advertising matter which is furnished FREE.

WRITE US.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

Don't overlook this fact when ordering

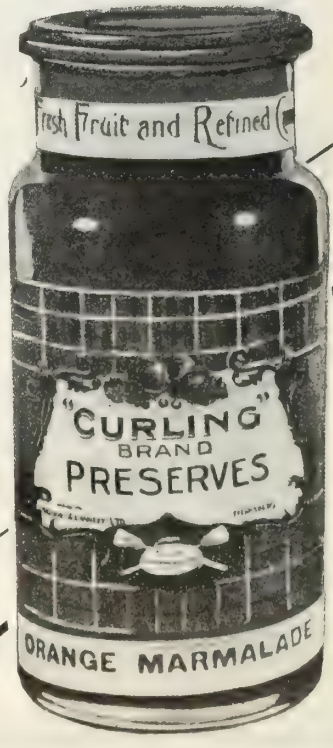
This fall and winter selling of St. Williams Jams and Marmalades will be a record-breaker.

Lack of sugar and its high price during preserving season prohibited thousands of housewives from "putting down fruit" with the inevitable result that grocers will be called upon to fill a demand that will outrival all previous selling.

There's always a big call for these popular preserves. Made only from pure cane sugar and selected, nature-ripened fruit, St. Williams products are both delicious and economical.

Your customers will prefer St. Williams once they've tried them. Repeat orders are the rule.

Stock up now and order adequately.



St. Williams Fruit Preservers
Limited
SIMCOE and ST. WILLIAMS, ONT.

Distributed by

MACLURE & LANGLEY

CLARK'S SPAGHETTI

with Tomato Sauce and Cheese is becoming one of the most popular dishes. This season's pack is particularly good and the moderate price makes it a ready seller.

CLARK'S PORK AND BEANS

with Tomato, Chili or Plain Sauce are still the leaders in quality reputation and demand.

Don't forget the other "Clark" good things.

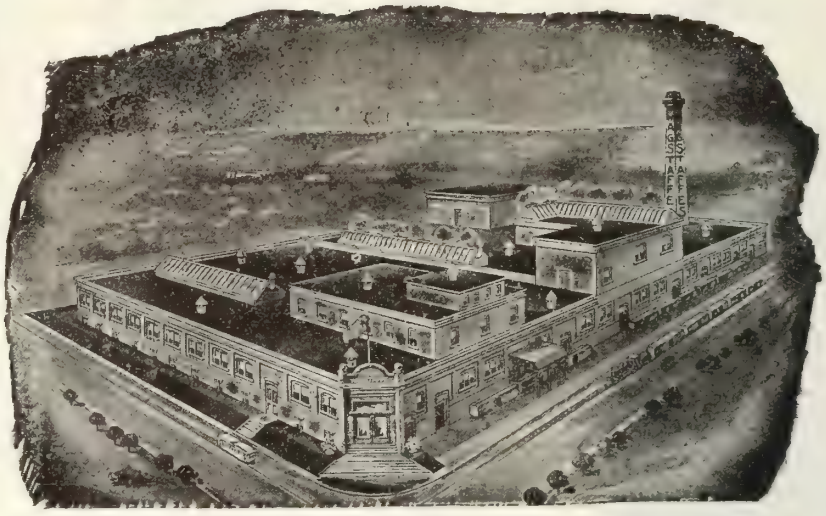
W. Clark, Limited Clark's **MONTREAL**

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

A Remarkable Growth

UNBALANCED conditions during the War tested the utility of many lines carried by the merchant. Among these was Baking Powder. EGG-O BAKING POWDER *proved* its absolute utility.

With heavy war flours, a good Baking Powder was essential. For this very reason the women folk investigated and discriminated between Baking Powders, and selected the Combination Baking Powder as the most sure and efficient.

Egg-O Baking Powder is a Combination Powder, and that it stood the test is amply demonstrated by the fact that our sales in Ontario during 1918 were over twenty-one times greater than the sales in 1915. This should convince all merchants of the advantage of stocking up with Egg-O Baking Powder.

Egg-O is carried in stock by all jobbers

EGG-O BAKING POWDER CO., LIMITED

HAMILTON - ONTARIO

Everyone Who Bought Canada's Victory Bonds Made Money : : : : :

EVERY one of the million and a half subscribers to Canada's Victory Bonds knows that he can sell them to-day for more than he paid for them.

Every one who bought Canada's Victory Bonds has received 5½ per cent interest per annum---paid twice a year.

Over half a million Canadians who bought Canada's Victory Bonds on the instalment plan saved money that they would not otherwise have saved.

The guarantee back of Canada's Victory Bonds is the same as the guarantee back of a One Dollar or a Two Dollar bill. There is this difference, however, that you get interest on the Victory Bonds and you don't on the One or Two Dollar bill.

Canada's Victory Bonds will always be accepted as security for a loan.

Banks are ready to loan money on Canada's Victory Bonds.

Canada's Victory Bonds may be turned into cash at any time.

There is no other way in which you can invest your money with such absolute security---paying such a good rate of interest.

Canada will soon give her citizens an opportunity to buy Victory Bonds 1919. It will probably be the last chance to buy Canada's Victory Bonds on such favorable terms.

Prepare to buy as many Victory Bonds this time as you now wish you had been able to buy the last time

Victory Loan 1919

"Every Dollar Spent in Canada"

Issued by Canada's Victory Loan Committee, in co-operation with the Minister of Finance of the Dominion of Canada.

The Coffee Test—By Cups

THE above is a view of a corner of our coffee testing room in our Santos house. Here a sample of every coffee shipped from Santos is carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

This is one of the many important services rendered to our customers. Direct shipments to Canada can be arranged on through bills of lading. Let us start this direct service working for you.

J. Aron & Company, Inc.

Importers COFFEE ***Exporters***

CHICAGO NEW YORK LONDON SANTOS NEW ORLEANS

EVERY MORSEL EDIBLE AND DELICIOUS

I didn't realize what a delicacy a Pilchard was till I tried

"ALBATROSS PILCHARDS"

The Best Value Canned Fish on the Market.

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

J. L. Beckwith, Agent, Victoria, B.C.

The "Pink of Perfection"

CASCADE SALMON

GOOD, SOUND, WHOLESOME FOOD
EVERY TIN GUARANTEED

Packed in 1lb. tall, 1lb. flat, ½lb. flat

BRITISH COLUMBIA PACKERS' ASSOCIATION
VANCOUVER, B.C.

A NATIONAL SUCCESS

RED ARROW
BRAND
BISCUITS

YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

REPEATS

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

The New Tastes Call for Raisins

More raisins were consumed last year than ever before in the nation's history. That is due to the call for better foods—more delicious and more nourishing. Standards everywhere are raised, and the public has the means to meet these standards. Raisins, because of their nutriment, are one of the most economical of foods.

SUN-MAID RAISINS

The Nationally Advertised Brand

will continue to be the favored kind. Be sure that you display them. Note how quickly people buy.

California Associated Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

BB

"Here Since 1857"

Blackwoods, Limited
WINNIPEG

Temperance Drinks
Pickles
Flavoring Extracts
Sauces
Baking Powder
Tea
Fountain Syrups

Use one source of supply—less worry—less trouble—better results. Let Blackwoods be that source.

"Here Since 1857"

Blackwoods, Limited
WINNIPEG, - MAN.

HOPS

In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.

Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

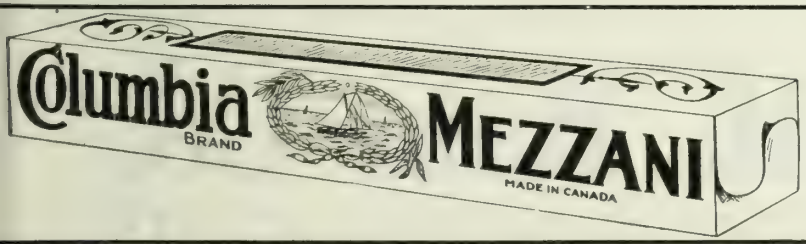
FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO. *We cover the* RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

ALBERTA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., East

WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

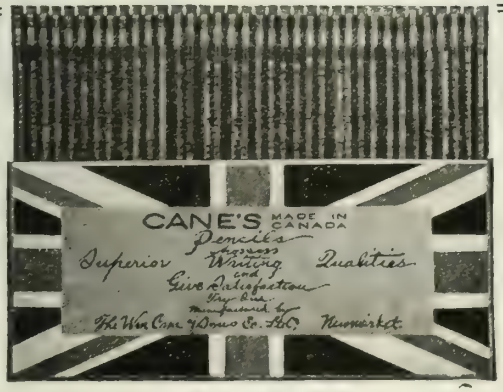
LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

E. RICHARDS & CO.
We have offices in the heart of the City of London, and are open to represent you in the United Kingdom.
Write us, we can interest you.
11 Queen Victoria St., London, England

The Advertisers would like to know where you saw their advertisements—tell them.



Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Furnivall's

The Quality that made Furnivall's the leader in Fine Fruit Pure Jams is strictly adhered to season after season and this year's pack is, if possible, better than ever.

Are You Well Stocked?

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Crème de Menthe
as sold by us is very good,
so are the other lines.
S. G. Bendon Utility Co.,
Montreal

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WANTED
Specialty salesmen for the City of Toronto, and to make occasional calls at outside points, on retail grocers.
A wonderful opportunity for the right young man with prospects according to his ability in getting business. Our lines are world known. Apply stating experience and salary expected.
Care CANADIAN GROCER,
MacLean Pub. Co.
Montreal

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

MR. GROCER!

Are you handling—
REX CEDAR OIL
REX FLOOR WAX
REX FURNITURE CREAM
REX WASHING COMPOUND

These are good, staple lines that your customers will need.

Order from your wholesaler or—
McDonald Adams, Winnipeg
S. H. Moore, Toronto
King Southcot, Vancouver

Rex Chemical Company
103 WELLINGTON ST. MONTREAL

Just introduce this big "Red and Blue" package to your customers

They will be instantly won by its superior quality and "really different" flavor.

This big, attractive carton of delicious "Quality Oats" will add a host of friendly customers to your list and **NET YOU A MIGHTY FINE PROFIT.**

Try a sample order of this new breakfast delight. Every package sold means many repeat orders and a basis for future big business.

READY TO SHIP AT ONCE. WRITE OR 'PHONE TO-DAY.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

ROYAL ACADIA SUGAR

Its superiority has won for it the approval of the discerning housewife.

The well-liked sugar that you should sell.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow
Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Window Trimmers Attention!

CLASS TWO
Towns and Cities Over 10,000
1st prize . . . $25
2nd prize . . 15
3rd prize . . 10

CLASS ONE
Centres Up to 10,000 Pop.
1st prize . . . $25
2nd prize . . 15
3rd prize . . 10

Trim your window with

McLAREN'S INVINCIBLE PRODUCTS

procure a photograph and mail to McLarens Limited, Hamilton so as to reach us not later than November 10th.

RULES:

1—The window must be originated and dressed by a member of the firm, by a clerk or by the regular window dresser.

2—The window must contain at least four McLaren's Invincible lines, such as McLaren's Invincible Jelly Powders, McLaren's Invincible Quick Puddings, McLaren's Invincible Baking Powder, McLaren's Invincible Extracts, etc., etc.

3—Window displays are to be judged on the probable ability to attract attention and sell McLaren's Invincible Specialties.

4—Displays to appear during the months of August, September and October and must remain on display for at least one week. Contest closes October 31st.

5—Every contestant must procure a photograph and mail to McLaren's Limited, Hamilton, so as to reach us not later than November 10th, 1919.

6—"Canadian Grocer" and a leading Toronto Window Trimming expert will act as judges.

Your entry coupon should be mailed at once to

McLARENS LIMITED
HAMILTON AND WINNIPEG

ENTRY COUPON
McLarens Limited, Hamilton
I agree to enter the window trimming contest according to the rules given.

THE WANT AD

will supply your **wants**. The world is full of **wants**; the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell.

Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want**.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad section on last page of this number. The rate for this service is very reasonable—Two cents per word for first insertion, one cent per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

"SALADA"

The character of this brand has an international reputation.

Its success has never been equalled in the history of the Tea trade.

IT SELLS EVERLASTINGLY.

Experiments with Bulk Teas and other brands can only prove a profitless occupation.

The foregoing is not simply an advertisement BUT PLAIN STATEMENTS OF FACT !

SALADA TEA COMPANY
TORONTO and MONTREAL

UPTON'S JAMS AND MARMALADES

ARE ABSOLUTELY PURE

The T. Upton Company, Limited
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Rose & Laflamme, Limited, Montreal, Que.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.
P. H. Cowan & Co., St. John's, Nfld.
Scott Bathgate Co., Ltd., Winnipeg, Man.

Wethey's Mince Meats

have been on the market for 36 years and are more popular than ever.

Bulk Grades
Tubs and Pails

- Standard
- Extra Standard
- Ready to Use
- Home Made

Condensed Grade

Packaged Mince Meat
3 doz. cartons in case

Each a Leader in its own particular class.

Order from your jobbers and specify Wethey's.

J. H. WETHEY, LIMITED

St. Catharines, Ontario

Low Grade Tea Risky Business

IT is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

It is well to consider these facts in connection with low-grade teas. **Will they satisfy your customers?**

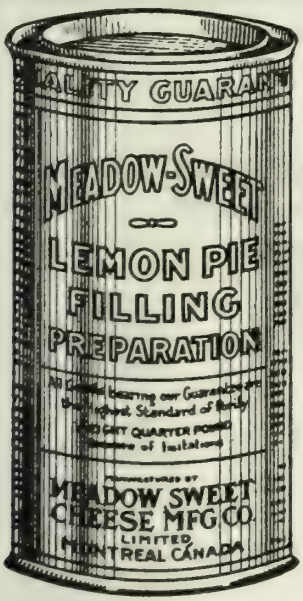
Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on low grade teas.

You know from past experience that Red Rose Tea has satisfied your customers and that you will **make more permanent** profit by recommending it.

Red Rose Tea

"is good tea"



GROCERS

This is a new line of

LEMON PIE FILLING

Makes enough filling for

4 Pies

Just what your customers require. Recommend it to them. It's good, and shows you a good profit. Order your supply now from your wholesaler.

Selling Agents:

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

Meadow Sweet Cheese Mfg. Co.
Montreal

The High Cost of Living

is absorbing the attention of your customers and they depend on you, Mr. Grocer, to supply them with the best products at the least possible price.

Brodies XXX Self-Raising Flour

will satisfy your trade and at the same time give to your customers the best value for the least money.

Brodie's XXX Self-raising Flour makes excellent pastry, pies, biscuits, muffins, etc.

Show this package to your customers. It will help relieve the housewives troubles.

Order your supply to-day from your wholesaler.

Brodie & Harvie, Limited
Bleury St., Montreal

FREE YET VALUABLE

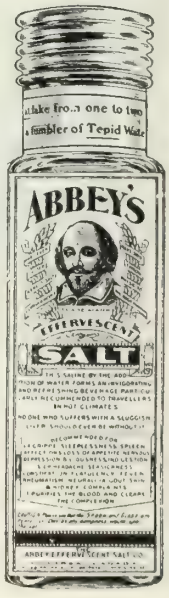
This beautiful lithographed window display card is free for the asking. Just send us your name and address. In your store this silent salesman will prove a splendid addition to your sales force.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

Abbey's EFFERVESCENT SALT

Is a Steady Money-Maker For Every Grocer Who Handles Package Medicines



ABBEY'S SALT is popular because its quality has been steadily maintained. It grows more popular every day because it is steadily advertised from coast to coast.

It is a reliable Saline—an effective Tonic Laxative—that thousands of people depend upon to keep them in good health.

Every druggist in Canada handles ABBEY'S SALT. Every grocer and general store can do so and make money on it.

Order a supply. Your wholesaler carries ABBEY'S SALT.

THE ABBEY EFFERVESCENT SALT CO. - MONTREAL

CANADIAN GROCER

Vol. XXXIII. TORONTO, OCTOBER 10, 1919 No. 41

Building Business on Friendship Pays

THOMAS LAWSON,

Who, starting with a $1,500 stock at Wetaskiwin in 1916, and as a perfect stranger in the town has developed his business to a turnover of $100,000 in three years.

"ALL the stock I had when I started business in Wetaskiwin in the early spring of 1916 you could put in a wheelbarrow," said Thomas Lawson, now one of the leading merchants in that town.

"And what was your turnover last year?" Mr. Lawson was asked.

"About $96,000."

"How much was your original stock worth?"

"$1,500."

"And how did you do it?"

The story of how Mr. Lawson did it constitutes one of the most romantic narratives in Western Canadian business life. It is also the story of how this merchant, having lost a fortune, staged one of those sensational comebacks that are the marvel of the commercial world. During his first year in business his turnover was approximately $18,000. During the second year the figure jumped to $56,000. The business done during the third year approached very close to the $100,000 mark, and this year, basing his estimate on his percentages, the turnover will reach $135,000. The turnover during the month of June totalled $11,000, and the big business is yet to come in the fall.

Courtesy and Service the Open Sesame

How did he do it?

By service and courtesy and by winning friends, says Mr. Lawson, but his explanation does not go far enough. It is quite clear that other merchants in that town must have lost a very considerable amount of the business that Mr. Lawson gained. It seems equally true that some weakness in their system of doing business gave this expert merchandiser the opportunity of developing a small business to huge proportions with lightning-like rapidity. There could be no greater lesson in the reward that great personal service and close attention to business brings in this day of keen competition and original methods.

The representative of CANADIAN GROCER happened into the grocery department of this general store one early morning in July in time to witness a little scene that embodies in its general tone the policy that has won success for the Lawson store. A foreigner in the hands of a genial clerk—a hand-picked clerk—had just concluded the purchase of an exceptionally large bill of goods. He had bought a dress for his wife, a suit for himself, some shoes for the children, and a generous supply of groceries. He was about to leave the store.

"Just a minute," said the clerk, as he darted in behind the counter, reappearing in a second with a nice plump cigar in his hand.

"Have a smoke on the house, old man," he said.

The gift of this cigar, that probably cost the firm about seven cents, was accompanied by that wonderful stimulater, the pleasant smile of friendship, and it was received by the foreigner with as much appreciation as if it had been the gift of a ten dollar gold piece.

Other merchants might have given that foreigner a very substantial discount to purchase a bill of goods over the hundred dollar mark, but without achieving the same effect as the gift of that one cigar, for the foreigner in a strange country likes to feel once in a while that he is an important personage, and recognized as such by the local merchant. The little incident was the result of observing this trait in his character, and it may be quickly said that the cigar-giving habit is not the general policy of this store.

3-year Record of a Wetaskiwin Store

Getting on Friendly Terms With Customers

Those who are familiar with the personal habits of Mr. Lawson say that he makes a habit of greeting all his customers, whether they are wealthy or poor, in an unassuming, democratic spirit, and with a genuine friendship that wins and holds trade. He has a consuming desire to give service and satisfaction that makes itself felt on every possible occasion.

"Do everything possible to hold the customer," is the motto of this merchant. He would sooner cut off his finger than quarrel with a man or woman on whom he was dependent for future business. "In the case of any kind of dissatisfaction," he said, "I would sooner lose the money any day, and lose it smilingly, than lose the customer."

If there is an article or material that the customer wants and that the store does not carry, this merchant has instructed his clerks to go to elaborate pains to get it for him without delay. Extra telephones are established in the grocery department in order to give instant response to calls, and the matter of prompt delivery is one that is rigorously followed out in this store.

In a word, the Lawson concern in Wetaskiwin has achieved the utmost success, not by any spectacular methods, but by common-sense modern methods of doing business, and this embraces all that pertains to expert merchandising in the way of stocking quality goods, and a wide range of the various lines desired by the community. People will shop where they can get what they

want, get it at the proper price and where service and civility are always in evidence.

The Right Lines at the Right Price

It is Mr. Lawson's long experience in the general store business that enables him to stock the right lines at the right prices. For eight years prior to 1911 he was in business at Kelowna, B.C., his turnover at the time he sold out averaging about a quarter of a million dollars each year. While in this store he employed a staff of eight clerks. After he had sold out Mr. Lawson went to Victoria, B.C., where he proceeded to invest in real estate. Then the war clouds began to gather, knocking the bottom out of the market, and sweeping away the fortune that had been won by many years of strenuous endeavor.

Enters a New Field

It was in the fall of 1915 that Mr. Lawson landed in Wetaskiwin, a complete stranger. In discussing the motive which led him to seek Wetaskiwin as the scene of future operations, he stated that his family was growing up, one daughter going to high school, and he felt it incumbent upon himself to locate in a town with good schools and homes and with modern light and water systems. He first worked with a merchant "across the track," as they say when they refer to the older portion of the town, handling the books and helping to sell fruit. It was in the following February that the opportunity was presented to secure one of the largest stores in the heart of the business district, and the $1,500 worth of boots and shoes and men's furnishings with which he began business was given to him by the old Kelowna concern in lieu of certain dividends to which he was entitled. When he moved in he occupied only the front portion of one store, then dry goods were added in the spring of 1917, after which the adjoining store in the brick block was rented for a grocery department.

The store now carries a stock of goods to the value of $30,000, it is finely equipped throughout with fixtures, and is ranked as one of the largest concerns in town. Some time ago a limited company was formed with Mr. Lawson as president and general manager. There have not been any unusual crops in the district to warrant the phenomenal development, but there has always been a very fair crop, and the farmers, who largely engage in mixed farming, derive a very large revenue from the sale of cream. This is all cash business, and the Lawson store reaps the benefit. On an average Saturday cream checks to the value of about $400 are cashed in the store.

Advertising Helps

As might be expected, the use of display advertisements of liberal size has played an important part in the success of the store. Grocery specials "for one week only," feature these advertisements. At the present time a guessing contest is in full swing, with an automobile valued at $1,620 as the prize. Each dollar spent at the store entitles the customer to one estimate as to the number of kernels of wheat in a glass pickle jar.

But whatever methods may be employed in this store there is one element that supersedes them all, and that is the personality of the president. He has the inborn faculty of winning the confidence of the people, notably the members of the farming community. Other merchants told him he would fail in six months, and travellers looked with skepticism on his efforts. Wetaskiwin used to be a good town they told him, but it had gone stale. Inadvertently they hit on the very thing that gave this live wire his opportunity. He proceeded to freshen things up, and states that he would have been well satisfied if he had worked his business up to the $100,000 mark within seven years instead of three.

Mr. Lawson exercises the same influence over his clerks as he does over the buying public. He uses great care in the selection of these clerks, and gives them such a square deal that they are working for him every minute of the day, bound with ties of loyalty that means a cheery, optimistic spirit throughout the store, and every effort made to give service, which is the dynamo that is driving all the wheels of this big and constantly growing business.

Charges Re Dominion Canners Denied

Director of Company Claims Charges Are Preposterous and Occasioned by Malice—Seeks Opportunity to Refute Them

OTTAWA, Oct. 8.—(Special).—In connection with the charges made in the House of Commons this week by the leader of the Opposition, D. D. McKenzie, that the Dominion Canners had supplied the soldiers with adulterated feed, CANADIAN GROCER interviewed F. R. Lalor, M.P., who is one of the directors of the Dominion Canners.

The discussion of the canned goods rose on the presentation of a motion by the leader of the Opposition calling for the production of all papers and correspondence having any bearing on contracts between the Government and the Dominion Canners. Mr. McKenzie read a series of letters alleging that there were pebbles in cans supposed to contain pork and beans, and that filth had been put in cans sent to the soldiers. Considering that about sixty million cans had been supplied, he drew the inference that trainloads of pebbles and so forth had been put up by the Dominion Canners and supplied to the Government in place of food. He asked for an investigation and the resolution for the production of papers was carried.

In discussing the matter with the Ottawa representative of CANADIAN GROCER, Mr. Lalor said that the whole story arose as a result of spite on the part of certain individuals who were endeavoring to injure the company, and particularly the Simcoe plant. There was no truth in the charges as made, and he expected to bring the matter up in the House for the purpose of making an explanation if he could secure an opportunity to do so. With regard to the evidence which Mr. McKenzie had presented in support of his allegations, he said that affidavits had already been secured from those who had been quoted as evidence, proving that the stories were untrue. In the case of agricultural products, such as peas and beans, gathered and shipped under urgent conditions, it was impossible to prevent an occasional particle of perfectly clean foreign matter, such as minute pebbles, occasionally getting mixed in with the contents of the can; but that always happened, in spite of every effort to prevent it. But to assert that this occurred in anything excepting small quantities and in rare instances was absolutely untrue. All the goods concerned were inspected by officials appointed by the War Purchasing Commission, who opened cans at random, and if there had been such conditions as were reported, the goods would never have got past them.

As for reports of unclean and insanitary conditions, in any wooden canning plant where the employment of very large quantities of steam are necessary, with the consequent prevalence of moisture, and where debris will accumulate, some untidiness will be found, but this is purely incidental to the day's work, and such conditions were daily made right, as the Government inspectors insisted that they should be.

The impression allowed to get abroad by such irresponsible statements as were quoted in the House is a bad one, and Mr. Lalor declares absolutely baseless.

WILL ENFORCE RULE REQUIRING 14 OZ. LOBSTER TO THE CAN

With the opening of the new lobster year the lobster canners of the Maritime Provinces will be compelled to put 14 ounces of dried lobster meat in a can, as provided by the statute. During the year about to close, departmental regulations provided for 12 ounces of dried meat per can. At a conference on October 3 between members of the Marine and Fisheries Committee and officials of the department, including George Desbarats, Deputy Minister, the department announced its intention of dispensing with the regulations and adhering to the terms of the statute.

Wholesalers and Retailers Confer

epresentatives of Toronto Wholesalers Discuss With City Retail Grocers Matters of Vital Interset to Both Factions of the Trade.

REPRESENTATIVES of the wholesale grocers of Toronto met with grocers' section of the retail merants' association on Monday evening this week, to consider the six quesons that were brought before the meetg of the wholesalers in Ottawa in Augt last. The questions are as follows:

The Questions

1. Do you consider that wholesale grocers should ll direct to hotels, restaurants, farmers' clubs, -operative societies, mail order houses, chain ores, and to customers who are not actively gaged in the retail trade?

2. Do you consider that the wholesale and re- il trade should carry the stocks of the different aple lines of goods, such as canned vegetables, uits and fish, jams and jellies, etc., by placing ders in advance?

3. Provided the wholesale trade agrees to elimite a great many injurious practices that are w carried on in the trade, do you consider at it would be advisable for us to agree to make l our purchases through the wholesale trade of e goods that the wholesale grocers handle, and hich we require, instead of buying direct from e manufacturers?

4. Do you consider that wholesale grocers should ll to persons who have no knowledge of the rocery business and supply them with more ock than they have capital?

5. Would you be in favor, through the Grocers' ection of our Association, of giving retail gros a certificate stating that they are qualified tail grocers?

6. Do you consider it advisable that wholesale rocers should sell to retail grocers who have iled in business, and who have been in the abit of price-cutting, and who have settled their abilities at a percentage on the dollar more than nce?

Wholesalers Present

The wholesalers present were: Hugh Blain, W. P. Eby, D. Blain, H. Hardy, I. H. Paffert, T. H. Kinnear, T. J. Medand, F. M. Sloan, and B. Robinson. The uestions as to whether wholesale grocers should sell to boarding houses and onsumers generally in the city of Toonto, was left to a committee of retail rocers to confer with a similar committee from the wholesalers. The retail members of the committee are Robt. Dowson, Geo. H. Thornley, W. J. Parks, . F. Ardell, E. W. Duke, J. L. Casey nd D. W. Clark. In regard to question wo, Hugh Blain, of the wholesalers, noved, and D. W. Clark of the retailers econded, that stocks of canned vegeables, fruits and fish should be carried y the packers, in storage, until such ime as purchase is desired, and then the ost could be charged to the cost of goods o the wholesaler, at the time of delivery. Questions four and six were considered wholly within the confines of the wholealers' business, and were matters over which the retailer had no control.

Following a discussion on the above questions, Hugh Blain of Eby-Blain, wholesale grocers, gave an instructive talk on organization, and in the course of his remarks, stated that in the matter of retail grocers being discriminated against, in favor of cut-rate stores, and such like, he believed that if the organization of retail grocers was what it ought to be, such discrimination would be impossible. T. H. Kinnear also addressed the grocers. He pointed out that he had instructed all his travellers to talk up the Retail Grocers' Association, urging their customers to enlist in its membership.

Representatives in Council

The grocers of the city of Toronto also intend to have representation in the City Council, and with that idea in mind, have a committee at work now, looking up candidates, and taking preliminary steps towards organization, so that when the time comes, they will be ready for the campaign.

Closing Store Changed Character

Court Case Gives Damages Against Merchant Who Closed Store After Long Operation in One Character

AN interesting and important case was heard in the Montreal Court of Reviews, dealing with the right of a tenant to vacate the store, thus changing its character, when called to the colors. Mr. Justice Monet, in the Superior Court, held that the calling to the colors represented a force majeure which relieved the defendant from liability to his landlord under the lease.

The appeal from this judgment was heard by Mr. Justice de Lorimier in the Court of Reviews, who reversed the judgment on the ground that force majeure had not been pleaded, and that, therefore, the case must be decided upon the merits of the fact as to whether the defendants had the legal right to close the store in the circumstances revealed in the evidence. His Lordship held that he did not, and reversing the judgment of the Superior Court, rendered judgment for the plaintiff.

Closing of Adjoining Store Caused Injury

The store in question was a butcher's stall in premises at 628 Parc Lafontaine, Montreal, immediately adjoining and communicating with a grocery store occupied and conducted by J. O. Deziel, landlord and plaintiff in this action. The said part of the premises was leased to the defendant Champagne specifically as a butcher's stall as from May 1, 1916, at a rental of $25 month. It had been used as a butcher's stall for a period of twenty-five years previously and defendant occupied it as such until April, 1918, when he was summoned to his military duties under the obligations of the Military Service Act, then in force. He accordingly closed the store, and plaintiff sued him for $410, being 13 months' rent—the lease was made out to May 1, 1919—$75 damages, and $10 cost of protest served on defendant. The plaintiff pleaded that the closing of the butcher's store meant a certain loss of custom to his grocery store, as with one communicating with the other each brought trade to the other in the ordinary course.

The plea of the defence was that no rent was owing at the time the store was closed, and sufficient furnishings were left on the premises to pay for the rent for the balance of the period of the lease, and that, in any event, the plaintiff's action was premature.

Closing Store Changed Character

The actual issue was whether defendant in closing the store had rendered himself liable to his landlord through changing the designation of the place. It had been established that the establishment had served as a butcher's store for at least twenty-five years, and that it was leased to defendant for that purpose. Article 1626 of the Civil Code provided that the first obligation of the lessee was "to use the thing leased as a prudent administrator for the purposes only for which it is designed and according to the terms and intention of the lease."

Did the closing of a store by the tenant constitute a change of designation? Justice de Lorimier asked.

Plaintiff Had Interest in Maintaining Character of Store

His Lordship quoted different authors in support of an affirmative reply to his question, and to support a ruling to the effect that the proprietor of a store has an interest to demand that the custom of the store and the character under which it is known to the public shall not be changed. This gave him, the Judge said, a right to have the lease quashed if such change was made. Without this right the landlord would suffer damages through the fault of his tenant.

In this instance, the Court found there could be no doubt that in the light of the facts, plaintiff had an interest to have the store in question kept open in order to maintain its custom, either for the benefit of plaintiff's own trade as a grocer or to preserve the commercial value of the location of the store leased to defendant.

The Judgment

"The plaintiff having a serious motive for demanding the quashing of the lease," concluded Justice de Lorimier, "we are unanimously of opinion that the judgment appealed from, which refused his demand and dismissed his action, was in error. It has been established that defendant paid plaintiff $50 as rent for the months of April and May, 1918. Credit for this must be given, and the Court cannot allow the sum of $75 demanded

Continued on page 45

How Other Merchants Write Ads.

Some Suggestions From Other Advertisers That May be of Service in Formulating Advertising Ideas

THERE are some merchants who have a gift in the matter of laying out advertisements, and in saying exactly the right thing to catch the public attention. There are others, and undoubtedly this is by far the larger class, who find the make up of an advertisement one of the difficult tasks, a task that for that reason is often relegated to some spare minute that is hoped for, before the actual need for the writing of the advertisement arrives.

As a matter of assistance to those who find it difficult to get anything to say to introduce themselves, or their store or their goods to the public, there is printed herewith a series of opening paragraphs from a number of other merchants that may afford some assistance to the merchant who finds writing advertisements a bugbear. It is not suggested that these beginnings are always the most happy, or that they could not in some instances at least be improved. They do, however, give some hints of how other merchants have successfully introduced their advertisements.

The limitations of space have prevented the reproduction of these headings in facsimile, the display head being merely represented by capitals. The wording however, will itself suggest the layout.

Sutherland & Robinson, Brandon, Man., introduce their advertisement in the following effective manner:

ORDER YOUR GROCERIES IN CASE LOTS

And Get Our Special Cash Prices

We buy in large quantities and nearly always direct from the manufacturers, thus eliminating the jobber's profit and giving you the benefit.

Herbert & McGregor, Brandon, Man., head their advertisement:

CASH BUYERS ARE MONEY SAVERS

The Keyes Co-operative Trading Co., Keyes, Man., uses this method of getting attention:

THE PEOPLE'S STORE

MOTTO: "All for Each; Each for All"

The people of Keyes and surrounding district had the honor of shaking hands and conversing with H. R. H. the Prince of Wales, the Prince leaving his car for the purpose.

Keyes was good enough for the Prince —why not you?

We were pleased to see him, and shall be just as pleased to see YOU.

The W. W. Cooper Company, Swift Current, Sask., feature the store's service as a leader in their advertising. Here is a specimen:

COOPER'S FAMILY GROCERY LIST

Make good use of our splendid service. We deliver all over the city. Your order will receive careful attention and we carry the best quality groceries only.

Stepney & Company, Dodsland, Sask., introduce their advertising as follows:

STEPNEY & CO.

The Quality and Service Store. The Store of One Price

"THE LURE OF THE ELSEWHERE"

Some people are afflicted with the "Fallacy of the Elsewhere." The fallacy of the elsewhere is the delusion that makes far-away fields look more green. It is the delusion that prevents any man from being a prophet (with honor) in his own country. This week we received a grocery catalogue from the supposedly cheapest mail-order house in Canada; compare their prices with ours, it will only take a few minutes to read this advertisement; read it carefully and slowly, it will pay you.

The Veteran Grocery, Weyburn, Sask., head their advertisement with a stock cut followed by these words.

DON'T FORGET

when you make out your grocery order, that the place to get

THE BEST GROCERIES

is here. We carry all the well-known brands of high class Groceries and pure foods.

Our service is courteous, our delivery prompt, and our prices always reasonable.

McBride's, Ltd., Weyburn, Sask., uses a good-sized illustration with the following matter set around it:

OUR GROCERIES ARE SUPERIOR IN QUALITY

BUY OUR DELICIOUS BAKERY GOODS

Eating good food means good health; eating poor food means poor health. Therefore, you can't afford to use poor groceries.

R. M. Spratt & Co., General Merchants of Castor, Alta, introduce their grocery department in the following way:

SOME HARVEST AND THRESHING SPECIALS IN OUR GROCERY DEPT. COME TO US FOR YOUR GROCERIES

Geo. H. Bishop, Carp, Ont., lays the stress on the freshness of his stock:

For Your

Fresh Fruits
and Vegetables,

Groceries, etc.;

Johnston Bros.
XXX Bread

Parisian Laundry Agent

Try our Gasoline for your Auto. at front door

Live Poultry Wanted

Brown Bros.

This advertisement appeared in a rural paper recently. It shows an effort to cultivate business, but an effort that apparently needs some direction. In another column is a resetting of the advertisement, making exactly the same points.

FRESH GROCERIES

When you buy Groceries and Provisions you want them fresh and clean. Stale goods are dear at any price. Our aim has been to buy in such quantity that we will have fresh goods always on hand.

A. C. Barnett, Tweed, Ont., writes his advertisement in this manner:

GOOD CUPS OF TEA

There is no part of the meal that touches the spot like your cup of tea—provided it is good tea. That's one of the things this store prides itself on.

Griffin Bros., Brampton, Ont., use this introduction:

THE STAR GROCERY
Phone 374

Bring Us Your Next Grocery Order—We guarantee satisfaction in all lines. We have a full line of Fruit and Vegetables, fresh from the gardens every day. Specials for the Week:

W. E. Coats, Brampton, Ont., begins his advertisement in this fashion:

W. E. COATES
Phone No. 13 Grocer Main St. North

OUR AIM—To Please.

OUR MOTTO—Lowest Prices Consistent With Quality.

FARMERS—We have an order for 500 dozen strictly Fresh Eggs, will pay highest prices.

Wm. Hogg, Gravenhurst, Ont., begins as follows:

The Store That Makes the Others Jealous—SPECIAL

H. Malcolmson, Chatham, Ont., speaks of market conditions:

CHEAPER PRICES

As we stated some days ago, most prices are on the declining side. We are just as glad of this as you are for we have had to pay such high prices for goods, there was neither profit nor pleasure in business.

A. J. Langley, Welland, Ont., has introduced a new store method to the public:

JUST A FEW WORDS TO THE PEOPLE OF WELLAND:

Just one week ago we opened up our Cash and Carry Self-Serve Grocerteria in the Basement of our store.

Did you ever stop to think what a Cash and Carry Self-Serve Grocerteria Means?

Do you realize that with no clerks or no delivery it means a big saving?

READ OVER OUR SPECIALS BELOW AND BE CONVINCED

James Stables, Newcastle, N.B., heads his announcement as follows:

STABLES' GROCERY, PHONE 8

THE PICKING SEASON IS NOW ON

We have Green Tomatoes, Red and Green Peppers, Celery, Cucumbers, Cabbage and Ripe Tomatoes, Whole Pickling Spice, Whole Cloves, Whole Ginger, Turmeric, Celery Seed and Mustard Seed. Proof White Wine and Cider Vinegar.

Acute Shortage of Jams in Britain

Scarcity of Fruit Crop Has Prevented Putting Up Adequate Quantities—Price Double Last Year's Figures

OTTAWA, Oct. 8.—(Special).—The British Trade Commissioner in Manchester advises the Department of Trade and Commerce that there is a great scarcity of jam in Great Britain, which will amount to a serious shortage next spring. The high prices for fruit resulted in small stocks being laid down. Raspberries, currants, gooseberries and strawberries advanced to, in some cases, more than double last year's fruit prices, plums alone being plentiful. The high cost of sugar, labor and containers also discouraged production of jam. Considerable quantities of Australian jam have recently been offered. The "Government control" prices are now as follows:

	Retail per pound
Strawberry	1s. 2d.
Raspberry	1s. 1½d.
Black Currant	1s. 1½d.
Red Currant	1s. 1½d.
Plum	1s. ½d.
Apple	10½d.

T.M.F.

MOLASSES LIKELY TO COST MORE

It is expected that the price of molasses will continue high, and it has been felt, in some quarters, that there will be higher prices in effect next season. The present market is decidedly strong in "the island," and farmers there are reported to be holding out for well over a dollar per gallon.

The present high prices obtaining for refined sugar are bound to keep the molasses basis high, and the producers will assuredly ask a price for their cane which will net them as much, if not more, than it would if turned into sugar. Some feel that there will be an ample supply to carry the trade over the winter, as far as Canada is concerned, out of 1919 production.

One of the recent developments which will serve to firm the market is that of a recently-emplaced embargo by the Barbadoes Government, forbidding the export of molasses, practically, after orders in hand are filled.

The Ret-Sol Tea Co., have opened a store at 467 College street, under the management of R. McInnes.

Always a Fresh Stock

Fresh Fruits and Vegetables
Staple and Fancy Groceries

One of Our Pure Food Specials

Johnston Bros.' XXX Bread

Parisian Laundry Agent

Leave your laundry with us for quick and satisfactory service.

Gasoline

Fill up your auto at the front door. Best quality gasoline and oils.

Live Poultry Wanted

Bring your poultry to us. We pay highest market prices.

BROWN BROS. Chester, Ont.

The resetting of the advertisement appearing in another column, which CANADIAN GROCER believes presents the ideas of the regular advertisement in a more attractive and effective form.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - President
H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

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THE WAY TO CONTINUE PROSPERITY

OUT of the fifty-seven cloth factories which helped to make the wealth of Armentieres before the war, one is working now. And yet the people of the city are looking hopefully ahead to a future when the pre-war industry and prosperity of the town shall have been resumed. In the ruins they see a vision of a new city arising—ruins among which workmen still encounter the fumes of mustard gas.

It is only when we think of such cases that we understand how relatively small is the task of reconstruction in Canada. In the ruined cities of France hundreds of workmen and their families have returned to their former homes, or what is left of them, and are now unemployed.

In Canada not a factory has been razed to the ground. Despite the cessation of the manufacture of war material practically every establishment is in operation.

It is a small task to be accomplished. All that is required is a little team-play on the part of the citizens. This can be accomplished by supporting the country in its Victory Loan 1919. The country needs financial assistance that it may continue the projects it has undertaken in order to avoid unemployment; that it may lend money to Great Britain and Allied countries; that they may buy our products and thus maintain the prosperity of our farming, lumbering, fishing and manufacturing industries; to enable us to look after the men and the dependents of the men who have made this prosperity possible.

RECKLESS CHARGES UNDER PRIVILEGE

THE charges made by D. D. McKenzie, Liberal House leader at Ottawa, recently against the Dominion Canners were charges made under the privileges of the House. On the evidence presented to support these charges they seem to have been absolutely untempered by reason. At the present time any large food manufacturing concern is somewhat under public suspicion, absolutely aside from whether there is any justification for such a feeling or no, and therefore if for no other reason charges that are made under privilege and which cannot therefore be challenged by legal action, should be made with a very careful discrimination. If the papers for which Mr. McKenzie applies can prove his case, then they should have been permitted to do so.

On the face of the matter the contention of the company that the British Government, after having carefully investigated somewhat similar charges two years ago, paid the whole bill of the company without deduction or rebate seems to be an evidence of reputable dealing on the part of the company that will be difficult to refute.

Editorials You Should Read

EXALT COMMON SENSE

"IF ever there was a time when the American people should preserve their habits of common-sense and self-control it is just now, when we have the great hue and cry about the high cost of living. Wild excitement, thoughtless charges and counter charges of profiteering and graft and, most dangerous of all, ill-conceived and hasty legislation will not help to restore normal conditions, but in fact, will directly hinder them. The cause of the great increase in the cost of everything must be borne in mind and also the means of finally remedying the trouble."—"The Journal of Commerce,"

BRAINS

IN Bengal and the Philippine Islands it requires the labor of one man for eighty days and the use of a yoke of oxen for twenty days, to produce 1,000 pounds of rice.

In Japan, without the use of any animal, 120 days are required to produce 3,000 pounds.

But in the rice-growing regions of Texas and Louisiana, with the aid of machinery, the maximum of expended time of human effort on one acre is two days, and with the use of a team for a day and a half, the production is 64,800 pounds.

Yet they say that we should not pay for brains.—"The Citrus Courier."

Canadians Will Buy British Foods

High Prices Will Not Debar Better Products—Supplies May be Short for Immediate Present—Work, and More of It, the Great Sedative for Industrial and Other Workers, Says British Manufacturer

THAT there will be little difficulty in selling to the Canadian trade various food products produced in Great Britain, is the opinion of Ivor F. Malcolmson, managing director of Grimble and Co., Limited, malt vinegar brewers, Cumberland Market, London, England.

Interviewed at the Ritz-Carlton in Montreal by CANADIAN GROCER, Mr. Malcolmson expressed his conviction that there is a class of trade in Canada which will buy and use the higher grade products offered them by the British manufacturer, even though, at the present time, there is little surplus of these to export to the Colonies or elsewhere. Colonial trade is desired and will be sought, Mr. Malcolmson states, and it is to acquaint himself of the actual conditions here and of the prospect for the years immediately ahead, that he has paid Canada a visit. The plans of his company will be definitely decided upon when he returns to the home office.

In speaking of the product in which he is directly interested, Mr. Malcolmson stated that, although this was at present almost double the price of competitive vinegars sold to the Canadian trade, there were many high-class institutions which would pay the higher price, and that a considerable number of people would appreciate the value of the well-brewed, quality vinegars, and continue to purchase them.

"It has been stated that the British manufacturer of food products has enough demand at home for all the product he can manufacture," said CANADIAN GROCER.

"That is quite true, and at present there is demand for all the product that can be turned out—in fact more could be sold right at home, now. But we are looking ahead to the time when we shall want the trade farther away, and the only way to anticipate that is to make plans now for the time when we can supply export trade more steadily. It is the latter trade that really pays."

Present Difficulties

Turning to the present conditions that confront the British manufacturer, Mr. Malcolmson made some important observations. It has not been rosy for him of late, and restrictions have been thrown about him that make his business development a thing most difficult.

In the first place, there is the overshadowing labor situation. It is paramount, and until a settlement has been arranged which will satisfy the majority, there is little promise of relief. "It is not the high cost of living that is at the root of the present unrest, but the high cost of loafing," said Mr. Malcolmson. "Until men learn to work and work hard, to really produce efficiently, there will be little or no relief. And they have made demands that are now becoming unreasonable and which cannot be entertained."

There is little desire upon the part of the manufacturer to treat the worker with anything but consideration. In fact the Government of Great Britain, it was

IVOR F. MALCOLMSON.
Managing director of Grimble & Co., Ltd., malt vinegar brewers of London, England., who is visiting Canada to get a survey of conditions here in preparation for later business.

pointed out, has acquiesced so frequently in granting the demands and requests of the wage earner that he has often grown arrogant, and any extremity in which he may engage he does not consider too unreasonable. "The unskilled laborer of to-day," continued Mr. Malcolmson, "is drawing the wages paid to highly skilled labor before the war, and yet he is not satisfied."

The question of hours has been a big one, and yet Mr. Malcolmson stated that the production has fallen out of all proportion to the fewer hours that have been adopted. In a reduction of hours of labor of, say, 25 per cent., the efficiency of the workers would show a falling off of fully 33 1-3 per cent. This emplaces a great burden upon the manufacturer. If he were delivering goods, for instance, and had 100 vans, he would simply have to increase the number of these delivery rigs very greatly to maintain the demand to which he catered. And, incidentally, Mr. Malcolmson pointed out that the drivers would just take their time at meals during the noon-hour. Perhaps they would even not wait until noon, and then they would take as long as they chose, and unhitch their horses at 4.30 or 5 in the afternoon. In many cases very unfair advantage was taken of the employer.

Some Comparisons

In continuing, it was pointed out that the investor or the shareholder had little encouragement under present conditions, as compared with the worker. Naturally, any enterprise needs capital and cannot exist without it. What has really happened of late was pointed out in this way:

"One of the greatest organizations formed in recent years is that of the Federation of British Industries. This organization has secured a great deal of valuable information and one of the recent facts established by it is that out of 100 units of production, the stockholder or investor gets an average of 2½ per cent., while the balance, or 97½ per cent., goes to the worker. This is a fact established by the investigations conducted, and when the facts are placed before Parliament in the near future there will be a great deal of astonishment—a good many surprised individuals. These investigations cover most industries, excepting that of textiles, and these will report later."

For light and water, the manufacturer has had to pay much higher rates of late. It was pointed out that, as a matter of fact, the manufacturer could, on his own account, produce the amount of electric current that he wanted—even though a lesser amount by far than the publicly-operated utility was producing, for decidedly less money. The multiplicity of inspectors, officers, etc., served to make the overhead cost of operation decidedly high, and often ridiculously excessive.

Adopts Profit-Sharing System

"In my own plant I have had very little difficulty with labor. We pay our men what we consider a fair wage and then they share in any excess profits. For instance, we will say that a week's production is based at 10,000 units. If that is surpassed and 12,000 units produced there is a pro-rata division of the additional profit represented by 2,000 units extra, based on the earning power of the workman. This is the only fair way, to my way of thinking," said Mr. Malcolmson. "And if a man wants to better himself, he has the opportunity of applying himself, working hard, and attaining a better position. It is up to himself whether he remains a laborer or rises to a better-paid position."

The excess profits tax was a great handicap to many manufacturers in the Old Country. There, as Mr. Malcolmson pointed out, the Government took 80 per cent. of the profits, and this made it utterly impossible for the manufacturer to proceed with expansion, even though the prospects were most excellent. Had this expansion not been forestalled, the increased plants and new

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Present-Day Expenses and Margins

Harvard's Analysis of 1915 Compared With Some 1918 Records

By HENRY JOHNSON, Jr.

IN 1915 Harvard University examined the records of some 500 grocery stores, and, from the correlation of those records, deduced averages to cover margins, expenses and net profits. Taking $1 worth of goods, that dollar is found to split up into the following constituents:

Expenses for	
Buying	$0.005
Wages of sales force	.065
Advertising	.001
Wrapping, etc.	.004
Delivery	.03
Management and Office	.015
Office supplies, etc.	.002
Rent	.017
Heat, Light and Power	.002
Insurance	.001
Store Equipment, Repairs, Renewals, Depreciation	.003
Taxes	.001
Telephone	.002
Ice, etc.	.001
Miscellaneous	.005
Bad debts	.005
Stock depreciation	.006
Total expense	.165
Profit	.05
Cost of Goods	.785
Sale Price	$1.00

Now, it is a peculiar thing, but Harvard to-day states, I am informed, that the average expense throughout the country is around 14 per cent. for retailers and 7 per cent. for wholesalers. Where or how the University gathered such data I do not know, but I should hazard a guess that it is not authentic, for I am certain the cost is higher to-day than in 1915—except on one possible basis: that values are so very much higher to-day that the advanced expense had been more than absorbed in the enhancement of prices.

Atlantic and Pacific Expense Increased

Yet against any such reasoning we have the actual report of the Atlantic and Pacific Tea Company which operated in 1916 on 14 per cent. expense, and in 1917 carried an expense burden of 15 per cent., due principally to having to renew a number of leases on a higher rental basis.

When we consider that the "A & P" runs some 4,000 stores, operates its own very large wholesale organization, buys down to the bone, renders a curtailed service which runs from what might be called limited to none, except a single clerk in some stores, and that the sales in 1917 were some $112,000,000, it hardly seems possible that anybody can count on operating a retail grocery store to-day for less expense than he could have run it in 1915.

In passing, it may be as well to glance back over those A. & P. figures to get a fair idea of the importance of 1 per cent. in our business. For that 1 per cent. on $112,000,000 made an aggregate sum of $1,120,000.

Some Close Figuring

I know another chain of stores, not nearly so large as the A. & P., which is operated on the limited service plan, and the expense averaged in that chain 12.73 per cent. last year. There was a net profit of 2.63 per cent., and a gross margin of 15.36 per cent. How was it done? Search me—except that I see a gleam of light in the fact that the sales per person engaged in the business, counting the manager, clerks, office help, everybody, were $1,205 per month. So the "impossible" always has to be revamped to fit new conditions.

Close examination of our business and what we are doing, like the above, is very needful to-day, and the results can be made profitable. I have one friend who has a small business, but it is profitable, and he makes it so by watching and analyzing it. A time ago he found that 50 per cent. of his sales were of merchandise which he did not keep to exceed 48 hours—bread, fruits and vegetables, flour, bacon, eggs, butter, etc. He discovered that he had been carrying 50 cases evaporated milk to "protect" himself and "get inside costs," perhaps, whereas five cases would be ample for his needs. He buys milk now from week to week and has just so much free capital for other uses.

Eliminate Unprofitable Customers

The next step taken by my friend was similar to one I took years ago. He decided to confine his efforts to customers who paid him a profit. If one seemed inclined to drive a bargain he spent little time with her. An example will indicate what I mean.

A woman came in with a list and said she wanted to "see what he could do for her on it." He smiled and told her very courteously that he did not think he could meet her views. He said: "Now, probably you have in mind one of the cut-rate, short-service stores, where the goods—O, the goods are just as good as mine—but the service is hardly as careful and exacting as mine. You see, I handle practically all the goods that go out of here, and not only do I know them to be first-class, but they are handled with care. So if you are looking for odd prices on certain things, there is a store right up street where you can get that kind of service."

He talked a bit more on the same line, and was so pleasant about it, so courteous, so manifested his entire good will, that the customer decided not to go elsewhere, but gave him her order—about $5 worth—and has traded with him since. He keeps a good store, and keeps it clean and attractive. He waits on people with the personal note of greeting in his salutation—and he is satisfied.

Mixing the Figures

In Philadelphia the Campbell Soup people seem to be charging $1.12½ per dozen and advertising the soup to retail at 12c. An accounting editor who analyzed the figures a time since, stated that the net profit on the soup, allowing 17 per cent. expenses, was practically 5 per cent. Being questioned, he set forth his figures as follows:

"Paying $1.12½ and getting $1.44 leaves a gross profit of 31½c a dozen. Cost of doing business is 17 per cent. on selling price of $1.44, or 24½c; 24½c, expense of doing business, from 31½c, gross profit, leaves 6½c net profit . . and this fraction, according to my calculation, is substantially 5 per cent. Either this is correct, or I am an absolute and unmitigated ignoramus on figuring profits."

It is obviously not correct, yet the editor is not, probably, what he says he is. But he has made a mistake which, in the circumstances, is hardly excusable. For if we take 24½ from 31½ we shall have not 6½, but 7. And this error could have been avoided by the simplest kind of cross-checking. For, let us take the $1.44, the selling price, and see what 5 per cent. thereon is. Ten per cent., obviously, is 14.4 cents, and 5 per cent. is half thereof, or 7.2 cents. Thus the figure, 6½ is so glaringly out of the way that anybody would naturally check it back to see the mistake. So he is right that the net profit is "substantially" 5 per cent., but his 6½ cents would show a profit much more nearly substantially 4½ than 5 per cent.

What is a Just Profit?

But the principal point about the soup story is, what is a just margin and profit? The 31½ cents on the sale of $1.44 figures out 21.87 per cent., and if we take 17 per cent. as your actual expense you will have left 4.87 per cent.—"substantially 5 per cent."—and that, to my mind, is an ample margin and profit on an article so staple as Campbell's soup. I speak of this because there has been a lot of complaint in Philadelphia of lack of profit on this article, and the complaint certainly is not justified if the figures quoted reflect current conditions in that market.

I see that one of the food administrators of Illinois has arrived at the conclusion that a cash business does not admit of all the privileges necessary to a successful business—that is, that certain service must be eliminated in a cash business which many people are willing to pay for. He therefore advises a thorough study of the four-square plan of operating. That plan, as it has been discussed rather widely of late, provides an additional charge for credit, or for delivery, and a higher charge for both.

I think that no such remedy will fit all cases. The fact is that there must be stores of various characters to fit

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Grocers' Net Profit 2.3%

Harvard Bureau of Business Research Also Reports Average Overhead Reduced to 14%—These Figures Are for the United States, but Would Closely Parallel Conditions in Canada

THE Bureau of Business Research of the Harvard University has just made public its findings compiled from various sections of the country during 1918, where in grocery stores made an average gross profit of approximately 17 per cent., a net profit of 2.3 per cent., and reduced their overhead to 14 per cent. during the year. This item of overhead, of course, is averaged. There are retail grocers in California who submit regular reports to this Bureau, whose operating expenses have averaged far more than 14 per cent., due to high wages and other expenses in this State.

The items in this expense include a fair salary for the proprietor, rent, wages, interest on borrowed money, depreciation and the proprietor's net investment.

We herewith submit a detailed analysis which is self-explanatory:

No comparison is made between 1914 and 1918, but the Bureau states that the cost of selling, delivery and buying and management have decreased, while most of the fixed charges have increased.

Detailed analysis of operating expense and profit, based in both cases on the selling price, are:

	Low	High	Av.
Wages of salesforce	3.0	8.7	4.7
[illegible]		2.82	0.2
Wrappings and other selling expense	0.11	2.26	0.55
Total selling expense	3.41	9.94	5.8
Wages of delivery force	0.26	2.84	1.4
Other delivery expense	0.04	2.37	1.0
Total delivery expense	0.66	4.36	2.4
Buying, management and office salaries	0.58	5.97	1.6
Office supplies, postage, other buying and management expense	0.01	1.18	0.1
Total buying and management expense	0.78	6.38	1.7
Total interest	0.15	2.28	0.9
Rent	0.33	3.45	1.1
Heat, light and power	0.07	0.98	0.25
Taxes (except income and building)	0.01	0.49	0.13
Insurance (except on building)	0.02	0.62	0.14
Repairs of store equipment	0.01	0.42	0.08
Depreciation of store equipt.	0.07	2.17	0.25
Total fixed charges and upkeep expense	1.35	6.82	3.0
Miscellaneous expense	0.19	1.97	0.5
Losses from bad debts	0.04	3.31	0.4
Total expense	9.0	22.8	14.0
Gross and Net Profit	**Low**	**High**	**Av.**
	%	%	%
Gross profits	26.04	10.5	16.9
Net profits	9.29	*6.05	2.3

*Loss.

The report further shows that where grocers were a part of a co-operative delivery system the total delivery expense was reduced to 1.4 per cent. or less, cutting the usual delivery expense in half. The delivery expense for high-class grocery stores was quoted at 3.4 per cent.

A TEMPORARY SHOPKEEPER

It was a small shop in a small side-street, and I don't think I should have looked twice at it had it not been for the fact that I had run short of cigarettes. But when I saw "Tobacconist" over the window I pushed open the door and went in.

I had to wait some time before anyone appeared, and then, to my surprise, an immaculate young man came forward.

"Hullo, hullo, hullo!" he said. "And what can we do for you to-day, old thing?"

As I had never seen him in my life before, I was rather taken aback by his breezy manner.

"I want some cigarettes," I said. "'Diplomats' if you have them."

"'Diplomats'? Good gracious, no! They've never been heard of in this benighted quarter of the globe. 'Yellow Perils' are our limit. Suppose I can't tempt you with a packet of those, what?"

I smiled and shook my head.

"Frightfully sorry, old thing," he went on. "Here, have one of these"—and he took out a silver cigarette-case and offered it to me. "They aren't quite as poisonous as some."

I thanked him and took a cigarette.

"Nothing else in your line, I suppose?" he said. "We've got bags of stuff. Chocolates—jolly old oranges and all the usual debris. Frightful old dump of a shop, isn't it?"

I had never met a shopkeeper quite like this one and I was interested. I took a long shot.

"I suppose you've hardly settled down yet?" I said.

"You're absolutely right, old thing," he replied. "I haven't, and, to be perfectly frank, I don't think I ever shall. I'm quite new to this game, and it's about the mouldiest life I've struck so far. Perhaps you wonder why I'm doing it?"

I made polite noises.

"You see," he said, "while I was in the Army I got married, and ever since I was 'demobbed' I've been trying to find a house. But it's a hopeless business. You can't get 'em. If anyone makes a noise like moving furniture a queue forms up outside waiting to snatch the edifice as soon as it's empty.

"I'd very nearly given up hope, when a man I know told me about this. The house part of it is quite good. The only drawback is the shop. I had to take that and the stock or else I couldn't have had the place at all. So I took it and here I am. I don't mind selling the stuff if anyone wants it, but, honestly, I haven't the least interest in it. However, I've got a house, and that, after all, is the great thing, isn't it?"

I agreed that it was and I congratulated him on his good fortune. Then I took my leave.

It is certainly one way out of the housing difficulty, but I hope it isn't going to become popular. Shopping in its present form is an ordeal. Goodness knows what it would be like if none of our shopkeepers had "the least interest in it."—Desmond Carter in the London "Daily Mail."

WHAT CAUSES RATE OF EXCHANGE

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needs it, he will be compelled to purchase stocks or bonds of the debtor country and either hold them himself or offer them for sale at a price sufficiently attractive to induce purchases. It is to cover the cost of doing this that he charges a rate of exchange which varies as the excess of imports over exports increases or decreases.

Gold Payments Avoid Rate

One way in which a nation can avoid paying exchange is to pay in gold. Gold is the international medium of payment and has a fixed value in all countries and by sending gold in sufficient quantity to cover its paper money any adverse rate of exchange is at once wiped out. In the same way in the hypothetical case of B and P above. If P can pay B in ordinary money the question of exchange does not arise, but where P and B are issuing their own vouchers instead of money the value of these vouchers depends upon the demand there is for them and that is regulated by the amount of business each is doing. B being a baker, practically everyone could use his vouchers to pay him for the bread they required. If, however, B began spending very heavily and issued vouchers much in excess of the value of the bread he sold, his vouchers, too, would soon become a glut in the market and would be at a discount.

The writer has in the last month or two spoken with several retailers who could not understand why the exchange rate should necessitate their paying more for an article than they previously paid when that same article is selling at the original price in the States. The above explanation will have made this clear. The wholesaler from whom they purchase has paid nominally the same price for the article, but whereas formerly he could purchase the article with the Canadian dollar, he now has to pay with U. S. currency. To obtain this he has to pay practically $1.05 in Canadian money, and he is obliged to pass this extra cost on to the retailer.

In a short article of this nature it is impossible to go into every circumstance affecting the fluctuation of the exchange rate, but enough has probably been said to enable the average business man to understand clearly why it is he is at present working at a disadvantage when dealing with United States merchandise.

What Causes Rate of Exchange

Simplified Explanation of Reason Why Canadian Money at Present Time is Worth Less Than That of United States—Natural Result of Our Immense Imports—Mistaken Ideas on Subject Prevalent.

By C. J. MORRIS

THE present disadvantage under which the Canadian merchant who has payments to make in U. S. is laboring, has brought to light an extraordinary lack of knowledge regarding the most elementary principles of international exchange, not only on the part of the general public, but also on the part of business men and even of newspapers which attempt to instruct their readers as to the causes governing the premium or discount at which one country's currency may stand in relation to that of another country.

It is by no means infrequently that we find in the daily press statements to the effect that the imposition of an exchange rate upon Canadian money by the United States is by no means a friendly proceeding, and advocating retaliation by the imposition of a similar rate of exchange upon all United States money spent in Canada. Such remarks only show how utterly the writers fail to realize the significance of an exchange rate.

To threaten to impose an exchange rate or discount upon United States money spent in Canada at the present time would be a proceeding equivalent to that of a householder, without a pound of coal in his cellar and with coal almost impossible to obtain, going to his coal dealer in mid-winter and informing him that unless he were willing to supply him with coal at a reduction of five per cent. on the ordinary rates he would refuse to purchase any from him.

U. S. Money Needed in Canada

It is the very fact of our being unable to get sufficient United States money in Canada to pay for all we buy from the States that makes it worth our while to pay a premium for it. It is really we ourselves who, by offering a premium for United States money because we have such urgent need of it, cause our own money to be at a discount in relation to that of the States.

A few days ago a Toronto paper informed a correspondent who enquired the reason for the rate of exchange, that such rate represented the exchange broker's estimate of the holder's chances of payment. Presumably the rate of exchange, in this writer's opinion, was an insurance premium paid to the broker, who in return guaranteed the solvency of Canada and due payment of her obligations. A moment's thought will show that this could not possibly be the meaning of the present exchange rate of 4 per cent. on Canadian money, as that would mean that the chances against Canada going bankrupt were only 25 to 1.

It is doubtful whether one business man in twenty understands what a rate of exchange really is and how it is caused. It is, therefore, the object of the present article to endeavor to make it clear by a simple illustration which can be understood by everyone.

The various nations of the world with their different paper currencies might be compared to the merchants of a community who agreed to trade together, accepting one another's vouchers in payment for their goods. Let us suppose that in such a community B is a baker and P a piano maker. B purchases a piano from P and also sells him bread. Till the piano is paid for B simply hands P back the latter's own vouchers in payment, and no difficulty arises. B does not require another piano, but P still requires bread, so B still accepts P's vouchers. P is still selling pianos to other members of the community, so B uses P's vouchers to pay them for goods he buys from them and the arrangement still works well. Let us suppose, however, that a time arrives when everyone in the community has bought a piano and P's vouchers become a glut in the market, as no one requires them. B, however, knowing that P is selling pianos to a dealer in a distant city, pays this dealer a visit and asks him to buy P's vouchers from him. The dealer says he would be able to use them at some future time and offers to take them if B will allow him a discount on them. B is obliged to agree to this, and disposes of the vouchers for cash, less the discount. He then informs P that if he accepts any more of his vouchers he will have to charge him a percentage on them.

The Two Cases Parallel

Here we see that P is buying from B more than he is selling to him, with the result that his money (vouchers) is at a discount. It is not in demand and its value consequently falls. In the same way Canada has made immense purchases from the United States and has not made sales to anything like a similar amount, the balance in favor of the States amounts to hundreds of millions of dollars, which we must pay in United States money. United States money is therefore much in demand, and we have to pay a premium to get it. Whether we pay a premium on United States money or sell our own money at a discount is the same thing.

Reverting to the above illustration, it is not B's fault that he has to charge P a discount on the currency with which P pays him. He gains nothing by so doing. On the contrary, he stands to lose, for it is evident that so long as P has to pay extra for his bread he will not buy from B more than he can possibly help. In fact, he may consider the advisability of getting the bread from the city to which he is sending his pianos and where his vouchers are probably not at a discount. B, therefore, far from benefiting from the exchange he is compelled to charge, stands a very good chance of losing a customer.

Merchant Not Benefited

In the same way the rate of exchange which the Canadian purchaser is compelled to pay to the United States merchant in no way benefits the latter, but has the effect of inducing the Canadian merchant to look elsewhere for his requirements. At the best he can only hope to get orders for as little as his Canadian customers can possibly get on with, and at the most he may lose his customers altogether.

The premium upon United States money has exactly the same effect upon commerce between the two countries as the imposition of a duty of the same amount upon all imports into Canada from the United States would have.

Where the Money Goes

The question will naturally arise: If the merchant gets no benefit from the exchange, who does get it? Where does it eventully go? This brings us to the part the broker plays in the matter. It is manifest that the Canadian merchant who has made a purchase of goods across the border has no time to go running around among his fellow merchants looking for somebody who has made a sale in order that the amount he has to send abroad may be offset by an equivalent amount which some merchant on the other side has to send into Canada. In fact, where the imports greatly exceed exports, it would frequently be impossible for him to find such a person. This is where the broker comes in. He undertakes to act as a clearing house for all parties and will either sell or buy United States drafts, and the broker in the United States will either buy or sell Canadian drafts. So long as the volume of transactions each way is fairly level no difficulty arises, and he makes only a small charge, a fraction of one per cent., to recompense himself for service he renders. But as soon as one country's purchases exceed its sales he is faced with the problem of what to do with the suplus of that country's money which begins to accumulate in his hands. He undertakes to absorb the surplus in one way or another. It is clear it would not pay him to hoard it and receive no interest upon it. If therefore, he cannot transfer it to some country which

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

A B. Colborne, who has been manager of the Co-operative store, Sydney, C.B., since its opening, has resigned his position. He is succeeded by W. F. O'Connel. Mr. O'Connell has been in the employ of the society since his return from overseas about three months ago.

The Thos. J. McElroy, general store, Oromocto, N.B., ws destroyed by fire recently. The loss is partially covered by insurance.

QUEBEC

J. E. Maltais, general merchant, Murray Bay, is dead.

H. D. Marshall of Ottawa, was a visitor last week to Montreal.

R. E. Boyd & Co., wholesale grocer, Montreal, have suffered damage by fire. The loss is covered by insurance.

Wallace J. Baker, of Toronto, representing the Canadian Feed Mfg. Co., Ltd., Fort William, was in Montreal last week.

O. C. Bissell, sales manager Atlantic Sugar Refineries, Ltd., spent several days this week in Western Ontario points, including London and Hamilton.

F. G. O'Grady, general manager Atlantic Sugar Refineries, Ltd., Montreal, returned on Thursday from the Maritime Provinces.

It is reported that the port of Montreal will soon be brisk with a shipbuilding programme that may result in $400,000,000 worth of boats being constructed. There is evidently to be great expansion in this respect.

Ivor F. Malcolmson, managing director, Grimble & Co., London, England, was a visitor at the Montreal office of CANADIAN GROCER last week. Mr. Malcolmson is making a business visit to various Canadian points.

The milkmen of Montreal advanced their prices to consumers on Monday morning. The new rates are 15 cents per quart, or when pints are ordered the price charged is eight cents. There may be a further advance of a cent per quart on the first of November.

The De Laval Co., Ltd., which suffered so severely in the conflagration which wiped out its St. Peter Street stock on Saturday morning last, announces temporary removal of their offices to 16 St. Sacrament Street, where they will be able to accept business forthwith.

ONTARIO

H. C. Dancey, formerly of Port Hope, Ont., has opened a business at 752 St. Clair Ave., W. Toronto.

N. H. Smillie, formerly a traveller, has bought out the store of C. S. Harding, 954 St. Clair Ave. W., Toronto. This will be run on the "cash and carry" basis.

Mullen's have opened a groceteria at 1358 St. Clair Ave. W., Toronto, in charge of Mrs. McIlveen.

W. A. and H. Hodnett, returned soldiers, have bought out the grocery business at 354 Weston Road, Toronto.

Business Changes

Falconer Bros., Port Elgin, have been succeeded by Chas. E. Schwartz.

Z. Edgeworth, butcher, Fingal, Ont., has sold to his brother, Fred Edgeworth.

E. H. Webber, general merchant, Shedden, Ont., was sold to George Travis.

J. H. Wallace, general merchant, Ravenswood, has been succeeded by H. W. Crone.

C. W. Rutherford, general merchant, Roseville, has been succeeded by Milton Cummings.

Geo. F. Bishop, grocer, Toronto, has sold to Giles & Wernick.

Mary E. Hanwell, grocer, Toronto, has sold to R. Anderson.

D. & J. Ryan, general merchants, Cormack, have been succeeded by Kitts and Doyle.

The grocery business of Jos. Brown & Son, Kent Street, Lindsay, Ont., has been purchased by Messrs. Sam J. Fee and H. Hilton Brown, who take possession on Wednesday morning. The new firm will be known as Fee and Brown.

Beard and Bateman, who have carried on the grocery and dry-goods business at the corner of Indian Grove and Dundas street, West Toronto, for many years have sold out to Turner and Ward. Mr. Turner is a returned man, having been overseas for four years with the 91th Battalion (Fort William), in which he held the rank of sergeant throughout the war.

TORONTO WHOLESALE FRUIT MERCHANT DIES

John McMillan, who, for some years past, has conducted a wholesale fruit business on Colborne St., Toronto, died recently at his home, 62 Riverdale Ave., in his 79th year.

He was born at Bushmill, County Antrim, Ireland, and came to Canada with his parents when four years old. His boyhood days were spent in Quebec, where he began business as a baker. He came to Toronto 45 years ago, and he opened a fruit store at Gerrard and Yonge streets, which developed into a wholesale business.

He was prominent for many years in civic affairs.

OTTAWA MERCHANTS TO CAMPAIGN FOR O. T. A.

A number of the Ottawa business men met this week to discuss the Ontario Temperance Act and to decide what part they should take in connection with the ballot. The opinion was expressed at the meeting that not less than seventy-five per cent. of the Ottawa business men favored the Act. The following committee of business men was appointed to arrange for a public meeting to make known the benefits which had resulted to business from the Act: A. H. Jarvis, W. E. Gowling, A. H. Fitzsimmons, J. A. Larocque, E. C. Chamberlain, F. Jarman, W. G. Keddie, H. C. Shipman, L. N. Poulin, D. Johnson, J. Moffat Ross, W. J. Gerald, E. D. Lowe, B. C. Crabtree, W. A. Oliver.

GENERAL STORE ROBBED

George Thompson, Kinnear's Mills, Que., who conducts a general store, as well as town post office, had his store entered recently and money and cheques to the extent of $2,000 taken. Leaving his store as usual on the night of the robbery, Mr. Thompson left the usual amount of cash and securities in the safe. The thieves apparently entered through the cellar, breaking their way in, and opening the safe, made away with a large haul.

The police forces of the district have been notified, but so far no trace has been found of the robbers.

MAKE WEDNESDAY AN ALL-YEAR HOLIDAY

It was announced recently that the local grocers and butchers of Brantford, Ont., will keep their stores closed on Wednesday afternoon the year round.

Sept. 30 was the last night for 10 o'clock closing of the Brantford fruit stores. According to the civic by-law these stores will now be required to close at 7 o'clock.

YORK TRADING CO., TORONTO, SUFFER FIRE LOSS

The York Trading Co., wholesale grocers, Toronto, sustained a fire and water loss in connection with a fire that started on a floor above their premises on Front St. E., Toronto. Fire and water came down the elevator shaft and did considerable damage, which was covered with insurance. The company was able to resume business the same day in temporary premises at 9 Jarvis St., and at the present time are located at 25 Jarvis St., Toronto, where they have two floors and a basement.

FLEMING W. HAYES, TORONTO TRAVELLER, DIES

Fleming W. Hayes, who has for 29 years past been city traveller for Perkins, Ince & Co., Toronto, passed away recently after a lengthy illness at his home, 88 Asquith Avenue, Toronto. Mr. Heyes had a serious attack of pneumonia about five years ago, and though he was able to return to business, he did not regain his previous good health. It was not until last May, however, that he became confined to the house.

Mr. Heyes was born in the Barbados, British West Indies, and came to Toronto when quite a boy. Shortly after starting to business he entered the employ of Perkins, Ince and Company, and has been with that firm for 39 years. For the past 29 years the late Mr. Heyes was city traveller for that company.

WHOLESALE GROCER SUFFERS THE LOSS—CHEESE FACTORY DAMAGED

Damage of some extent was done the wholesale grocery premises of R. E. Boyd and Co., wholesale grocers, Montreal, last week. This firm conducts business on Ste. Therese St., adjoining the W. L. Thom Oil Co., and which firm suffered a severe loss through the burning of its oil stock. A very thick wall between the two buildings—erected a great many years ago—was responsible, in a measure, for the small loss suffered.

The J. J. Joubert Company, 975 St. Andre St., Montreal, also suffered through a fire last week which visited their cheese-making plant. The fire started in the third storey of their factory, and the loss suffered was that to a cheese stock carried, and which loss is estimated to be about $2,000.

DE LAVAL CO. SUFFERS FIRE LOSS

Damage estimated at about $75,000 by R. N. Mitchell, manager of the firm, was caused to the premises of the De Laval Company, dairy supplies dealers, at 21 St. Peter street, Montreal, early on Saturday morning last, when the building was gutted and two firemen were slightly injured. The flames had spread through the entire building and the building with its stock was a total loss. Two adjoining premises suffered severely from smoke and water. The cause of the fire is so far unknown. The De Laval Company made arrangements over the week-end to move to-day into new quarters, and business will be resumed at once.

PEDDLERS OBJECT TO WEIGHING BY-LAW

Three hundred peddlers of fruit and vegetables declared through their spokesman, who appeared before the Montreal City administrative commission, that it was impossible for them to carry on their business if the city insisted on the enforcement of the law that all vegetables, fruit and other articles of food must be sold only by weight.

Their chief argument was that in the rigs that were licensed by the city for the use of peddlers, it was impossible for them to carry a pair of scales that would always be correct, owing to the jolting it would receive travelling over the city streets, and that if they sold by a scale that was out of truth they would be liable to heavy fines. They pointed out that they were prepared to sell only by the regular imperial measures of peck, half peck and small measure, and would undertake not to sell by the box or the measure or basket or pail or by any other measure than the standard one.

The chairman said that they could not discuss the matter this morning, and asked the delegation to come back on Thursday afternoon at 2 o'clock.

MERCHANTS TO LOOK AFTER TRAVELLERS

Since the Queen's Hotel, Galt, Ont., was closed some weeks ago, travellers visiting the town have found great difficulty in getting accommodation. Now the merchants are taking the matter in hand and they are going to throw open their homes to travellers. The grocery merchants will accommodate the grocery travellers, while the shoemen will look after the shoe travellers, and the merchant who handles various lines are to look after the travellers who call upon them. They will supply them with meals and if it is found impossible for a traveller to get accommodation for the night at the local hotel, he will be sheltered in the home of the merchant who is his customer.

CHAMBRE DE COMMERCE ACTIVE

New officers were on hand in Montreal last week to take up the work of the coming season as applying to the Chambre de Commerce. This important French-Canadian body, corresponding among the French-Canadian business men to the Montreal Board of Trade, has done considerable in the past to foster and promote important trade and commercial matters. It has gone on record as favoring the adoption and application of the Metric System in Canada. Doubtless there will be many matters of importance to command and engage its attention, and under the leadership of its aggressive president, Joseph Quintal, there is reason to anticipate a season of continued progress in matters of vital and immediate interest.

NEW ENGLAND SHORT OF SUGAR

The available supply of sugar for New England is about 25 per cent. below requirements and consumers in this region will have to limit their use of the product for at least three months to three-quarters of the amount generally consumed, John H. Sherburne, chairman for the State Commission on Necessaries of Life, said recently. He attributed the shortage to increased demand for sugar for candy, the deficiency in last year's supply and increased general consumption.

TO MANAGE TORONTO BRANCH

Arthur Craig, of the wholesale grocery firm of W. G. Craig & Co., Kingston, Ont., has moved to Toronto, where he will have charge of the company's branch in that city.

ZEPH. HEBERT RETURNS

Zephirin Hebert, president Hudon, Hebert & Co., Ltd., wholesale grocers, Montreal, returned on Saturday from an extended trip of a month to Hot Springs, W. Va. Mr. Hebert states that his health is greatly improved and is enthusiastic over this resort as one of the best on the continent.

30,000 PEOPLE AT DAYTON, OHIO

National Cash Register Company Employees Hold Monster Field Day

Dayton, Sept. 22.—30,000 Dayton folk turned Hills and Dales Country Club into one large picnic on Saturday. They were the factory employees, and their relatives, of the National Cash Register Company. Every picnic requisite was there—in fact it was more like a fair. Side shows, bands, clowns, races, ball games, dancing, refreshments, fire works, moving pictures—all were in evidence.

Refreshments were served at noon and at night, cafeteria style, from 85 long tables. The 650 waiters at noon served over 20,000 people in 16 minutes. The waiters hadn't time to accept any tips.

The entire picnic was planned and directed by the men in the N.C.R. factory. All the company did was to foot the bills. The men planned the big parade from the factory to the picnic grounds, hired the entertainers, bought the refreshments, did everything. The executives were guests.

Picnic a Family Affair

President John H. Patterson of the National Cash Register Co., in speaking of the reasons for the picnic, said:

"We want our people to know each other in a social way, as well as in a business way. We want our foremen and superintendents to meet the men's wives. We want the men to meet the wives of their superiors. We want their children to play with one another. We know that the more everybody in our organization knows of everybody else, the happier they will be in their work, the better they will get along together.

"I felt very happy as I walked through the grounds to-day. It seemed just like a big family reunion. It is a big family reunion. So many people came up and shook hands with me and reminded me of the days when our business was small and when they were part of the little organization which worked so hard for the future."

NEWS FROM WESTERN CANADA

B. C. GOSSIP

A new grocery store has been opened in a new building at 479 Broadway East, Vancouver. The business will be conducted under the name: Avenue Grocery; the proprietor is J. Mochar.

PIONEER MERCHANT OF SASKATCHEWAN PASSES

James J. Knowles, of Whitewood, Sask., died recently after a protracted illness. Mr. Knowles was the head of the well-known firm of J. J. Knowles and Co., which has carried on business in Whitewood as general merchants for thirty years. With his brother John he came into the Whitewood district in the early eighties, and took up land south of the town, so that Saskatchewan sustains the loss of one of her oldest pioneers.

REGINA GROCERS IN SUGAR PROBE

Five Grocers to be Charged With Infringing Order

The Attorney-General's department is out after five Regina merchants for infringing the order of the Board of Commerce regulating the profit on sugar to 1c per pound.

After hearing the evidence of a number of merchants, Commissioner J. S. Rankin gave as his opinion that in nearly every case a profit greater than allowed by the Commerce Board was being charged.

In almost every case the witnesses examined professed ignorance of the terms of the order regulating sugar prices.

Whether the Attorney-General's department will accept this as a sufficient excuse remains to be seen.

During the course of the hearing it was brought out that the Saskatchewan Co-operative Creameries had on hand the largest stock of sugar in the city, 6,700 pounds in all.

WANT WEDNESDAY HOLIDAY THROUGHOUT THE YEAR

At a mass meeting of the retail clerks, held in the Labor Temple, Lethbridge, Alta., recently, a local organization was formed to affiliate with the Trades and Labor Council.

A resolution was passed for a continuation of the Wednesday half holiday throughout the year. In regard to this a committee will be appointed.

B. C. PIONEER PASSES

A well-known pioneer of British Columbia in the person of William Dick, sr., of William Dick & Co., Limited, died recently in his sixty-fifth year. He had been ill for several weeks and up to the time he was confined to his house had taken an active interest in the affairs of the firm with which he was associated.

Mr. Dick was a native of Ayrshire, Scotland, and came to British Columbia in 1885, settling first at Port Moody. This was before the C.P.R. was extended to Vancouver. After several years at Port Moody he removed to Nanaimo, where he lived until about twelve years ago, when he removed to Vancouver.

Mr. Dick is survived by three sons, William Dick, jr, who has been the active manager of the William Dick stores here since their establishment.

WHOLESALE FRUIT MEN WILL CONVENE IN VANCOUVER IN JANUARY

VANCOUVER, B.C., Oct. 7.—The wholesale fruit jobbers of Western Canada will hold their annual convention in Vancouver in January, according to a despatch received from the Alberta capital to-day. The jobbers will first attend the B.C. Fruit Growers' convention in Vernon before coming to the coast. It is hoped by the prairie men that many marketing problems affecting the industry will be discussed with the growers and thus further improve facilities for getting B. C. fruit to the prairie consumers.

Mr. French of F. H. French & Co., grocers, Vancouver, goes up to the Okanagan this week to look over a recent purchase of a ranch there. Mr. French was for many years in the grocery business in that part of the province.

PRINCE RUPERT REPORTS SHORT CATCHES OF HALIBUT

Speaking of fishery conditions at Prince Rupert, the Hon. Wm. Sloan, Minister of Fisheries of British Columbia, said: "Mr. Babcock in his detailed report on the fishing conditions at Prince Rupert advises me the halibut landings at that port from May 25 to June 25, the last available, totalled 1,234 000 pounds. Last year at the same time they totalled 1,932,000 pounds. The halibut cargoes landed at Prince Rupert from January 1 to June 25 this year totalled 7,197,000 pounds, as against 7,909,000 pounds for the same period in 1918.

"There is a falling off in the landings of halibut at all Pacific ports. The Pacific Coast catch of halibut in 1918 was 14,000,000 pounds less than it was in 1917. The halibut fishery is declining rapidly and unless measures are immediately taken to conserve the fish, the halibut, like the salmon of the Fraser, will be wiped out.

"This, too, is an international question. Action must be taken by both Canada and the United States. The fish are taken from the banks in the open sea, i.e., outside of territorial jurisdiction. The only way to restrict the fishing is to prevent landings during certain periods in both Canadian and American ports."

Saskatchewan R.M.A. Petition for Protection in Dry Areas

Appeal to Provincial Legislature to Guarantee Farmers' Notes —Asks Also for Uniformity in Half-Holiday—and Other Amendments

THE executive of the Saskatchewan Retail Merchants' Association recently went before the Government of the province petitioning them to amend the legislation at the forthcoming session of the assembly.

One of the proposals advanced was that the Government should afford some measure of protection to merchants in drouth areas by guaranteeing notes made by farmers to the merchants for goods purchased in areas where credit is difficult to secure. It was made clear, however, that this was a request which the Government would not be able to grant.

Want Uniform Half Holiday

The deputation asked for legislation making a uniform half holiday during the summer months. At the present time it is optional with the municipalities to pass a by-law declaring a half holiday for the closing of stores. It is suggested that the optional feature be retained but that when a bylaw is passed in any municipality, Wednesday be made the half holiday.

Ask Business Assessment on Standard Basis

The Government was also requested to adopt, for villages, a business assessment similar to that in vogue in the cities and towns, in other words, they wish to have assessment in villages made on a floor space basis instead of on stocks of merchandise.

Ask Licensing of Commission Houses

A system of licensing for produce and commission houses was also requested. It is not proposed to impose a heavy license fee, but the request is made to ensure the bona fides of any firm undertaking this class of business.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FROM the various market centres come reports this week of few price changes in general grocery commodities. The markets are for the most part steady and firm. The sugar situation is still stringent, but there is some improvement, and there is hope that supplies will be adequate in the course of another fortnight.

MONTREAL—Fewer price changes have been made in the grocery markets this week and the absence of these is something new. Sugar deliveries are improving right along and the basis is now $11 all around, and firm at this. Molasses is decidedly firm and it is predicted in some quarters that the basis will be higher. Canned corn is easier in one quarter. The bean markets hold steady and demand is only fair. Rice is a good seller at maintained prices. Tarragona almonds are quoted up 2c in one quarter. Teas and coffees are active and supplies are moving out quite freely. The new orders for wheat flour issued by the Wheat Board will be very acceptable to the mills. Feeds are active and the undertone firm. Grain prices are slightly down, that is for oats, while barley is a trifle higher. The provision markets are resting, somewhat, but lard and shortening have been ruling easier. There is a short delivery, at present, of new-laid eggs.

TORONTO—Changes are few in the markets for general grocery commodities this week. There is considerable activity to trade and quotations are for the most part steady and strong. The arrival of new crop goods is awaited, in the case of a good many lines, that are at present right off the market. The sugar situation is still one of scarcity, but the opinion seems to be that conditions will gradually improve and that in the course of a fortnight or so, supplies will be easier. Prices are strong and unchanged, on the basis of $11.21, Toronto delivery. Both cereals in packages and in bulk are selling freely and quotations are very firm. Teas continue to show an upward trend and there is very little tea on spot that can now be bought under 45 cents. New buying is really at higher levels than quotations on spot. A stronger tone prevails in the coffee markets at primary points, but prices on this market are unchanged. Pure cocoa is firm around 30c per pound. Prices are announced on new crop canned tomatoes and corn. They are higher than opening quotations last year, but are under what was being paid at the close of the season. Canned peaches and plums are also very much higher than a year ago. In dried fruits, new prunes and apricots are en route from California and should be available at an early date. California lemon and orange peels are now being quoted at 40 cents per pound. A car of Greek Sultana raisins have been received, but they have been pretty well cleaned up at prices from 25 to 27 cents per pound. Nuts are at strong values and new buying will be at high figures. Little new crop honey has been bought as yet, the price the growers are holding out for being too high.

In the produce markets there is a general easing of values, although the prices of last March on pork and pork products are not yet prevailing. In some instances this week, quotations are two and three cents lower. Hams and bacon are selling freely. Cooked meats are lower. Butter is firm and eggs and cheese are unchanged from last week. There is a good demand for poultry, in anticipation of a brisk inquiry for Thanksgiving.

WINNIPEG—There is still a serious face to the sugar situation, though some improvement has been noticed of late. Some refiners are making no deliveries in Manitoba. Opening prices have been named on tomatoes and corn and the trade was delighted to find that prices were lower than expected. Tea is very firm, indeed, and advances are probable. Beans and rices, too, are very firm and advances are expected. In the produce market there is a generally firm tendency. Pork prices are somewhat firmer. Butter and eggs are both very limited in supply and are being held very firmly. There is a much better delivery of fish noted and the variety offering is also better, while demand is good at firm prices.

QUEBEC MARKETS

MONTREAL, Oct. 8—Grocery markets are featured this week with very few changes and the demand has been quite heavy, though of only seasonable proportions. There will be good sale for new arrivals of imported goods as soon as these are received.

Sugar Troubles Less; Deliveries Improving

Montreal.

SUGAR.—There has been a steady delivery of sugar to the trade, and, if anything, improvement has been manifest. The strike of the employees at the St. John plant of the Atlantic Sugar Refineries Co., Ltd., has been settled, the men returning to work on Tuesday morning, accepting, it is stated, the offer of the company. This firm expects to begin deliveries again within a few days. Prices are held firmly without change.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.		11 00
Acadia Sugar Refinery, extra granulated		11 00
Canada Sugar Refinery		11 00
Dominion Sugar Co., Ltd., crystal granulated		11 00
Icing, barrels		11 20
Icing, 25-lb. boxes		11 60
Icing, 50-lb. boxes		11 40
Do., 1 lb.		12 80
Yellow, No. 1		10 60
Yellow, No. 2 (Golden)	10 25	10 50
Yellow, No. 3	10 15	10 40
Yellow, No. 4		10 10
Powdered, barrels		11 00
Powdered, 50s		11 30
Powdered, 25s		11 50
Cubes and Dice (asst. tea), 100-lb. boxes		11 45
Do., 50-lb. boxes		11 55
Do., 25-lb. boxes		11 65
Do., 2-lb. pack.		11 85
Paris lumps, barrels		11 60
Paris lumps (100 lbs.)		11 70
Paris lumps (50-lb. boxes)		11 80
Paris lumps (25-lb. boxes)		12 00
Paris lumps (cartons, 5-lb.)		11 70
Do., cartons, 2-lb.)		13 50
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		11 60
Crystal diamonds (boxes 100 lbs.)		11 70
Crystal diamonds (50-lb. boxes)		11 80
Crystal diamonds (25-lb. boxes)		12 00
Demarara light, per lb.		0 10

Bean Market Rests Between Season Basis

Montreal.

BEANS.—The market is not an active one and there is just that condition which might be described as "a between season condition." The basis is quite steadily maintained and prices obtaining in this market are nominally firm.

Canadian, hand-picked, bush.	5 50	5 75
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 50	4 00
Peas, split, new crop (98 lbs.)	....	7 00
Peas (blue)		
Peas, Japanese, green, lb.	0 10½	0 11

Corn Marked Lower; Movement Limited

Montreal.

CANNED GOODS.—There is an easier undertone on canned corn, one jobber marking prices down on the canned varieties and on corn on the cob. There has not been a great deal of demand of late, and it will probably be some little time before the trade buy heavily. Of course the booked orders have been filled for canned fish, etc., and shipments have been distributed to quite an extent already.

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	5 75
Asparagus, imported (2½s)	4 85	5 25
Asparagus tips (Canadian)	5 50	6 00
Beans, Golden Wax	1 85	2 10
Beans, Refugee	1 85	2 10
Beets, new sliced, 2-lb.	....	1 00
Corn (2s)	1 80	2 00
Carrots (sliced), 2s		
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	....	2 10
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, Standards	1 85	1 90
Peas, early June	1 92½	1 97½
Peas, extra fine, 2s	....	3 00
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	...	....
Do., 2-lb. tins	....	2 75
Olives (in bls. 49 wine gals.), gal.	....	1 35
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Currants, black, 2s, doz.	....	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	....	4 50
Cherries, white, pitted	4 40	4 50
Gooseberries, 2s, heavy syrup, doz.	....	4 65
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	....
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced),		
Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Do., 2½s	....	
Strawberry, 2s, heavy syrup	....	4 65
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
1 lb. talls, cases 4 doz., per doz.	4 60	4 80
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	....	2 60
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 50
Cohoes, 1-lb. talls	....	3 50
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Red Springs, 1-lb talls	4 00	4 60
Red Springs, 1-lb. talls	....	4 00
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb flat	....	1 90
Herrings, imported, tomato sauce	....	3 10
Do., kippered	....	2 85
Do., kippers, doz. (4 doz. case)	....	2 35
Do., tomato sauce, doz.	....	2 35
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (¼s 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 2, doz., Montreal	....	2 50

Rice in Demand By Domestic Trade

Montreal.

RICE.—The jobbing trade reports a good demand for rice and tapioca. There has been less difficulty in securing supplies of various grades lately and the movement is likely to continue on a fairly active basis.

RICE—		
Carolina	....	17 00
Honduras	....	18 00
Siam No. 2	....	....
Siam (fancy)	....	16 00
Rangoon "B"	....	13 00
Rangoon CC	....	12 90
Mandarin	....	13 75
Pakling	....	13 00
Patna	0 14	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	8 50
Tapioca, per lb. (seed)	0 13	0 13½
Tapioca (pearl)	0 13	0 13½
Tapioca (flake)	0 12½	0 13
Sago (brown)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Import Peanuts Less; Tarragona Almonds Up

Montreal.

NUTS.—Latest advices quote Spanish peanuts at around 18½c per lb. This may or may not mean lower prices later on. It will depend much as to whether the oil producers come into the market for supplies and if they do, on an extensive scale, the basis for nuts is likely to advance materially. Spot prices are maintained fairly well. Tarragona almonds are marked higher in one quarter

Almonds, Tarragona, per lb.	0 28	0 32
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	....	0 28
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Do., No. 3 Jumbo	....	0 38
Fancy	0 15	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Chilean), bags, per lb.	....	0 33
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

A Good Sale Obtains For All Dried Fruits

Montreal.

DRIED FRUITS.—The demand from consumers of dried fruits is a constant one, and were the supplies to be had there would be little difficulty in selling them. Most commodities in the list are steadily firm, with occasional arrivals reported of figs,. dates and raisins. Prunes will arrive, it is expected, in the near future.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels (old)—		
Citron	....	0 45
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz.	....	2 75

Syrups Go Out Freely; No Low-priced Molasses

Montreal.

SYRUP AND MOLASSES.—There is a continued demand for corn syrups at the prices obtaining, and while there is not a great deal of surplus of cane grades, all lines are meeting with favor. The molasses market is decidedly strong. Delivery has been extensively made of booked orders but it is doubtful if the price basis will be any lower this year. Tendencies point to a very different trend and it is not improbable that there will be an increase of price if the sugar basis holds as at present.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 00
Half barrels, per 100 lbs.	....	10 25
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island	Montreal
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08

Antigua Molasses—				
Puncheons	0 98	1 00	1 03	1 05
Barrels	1 01	1 03	1 06	1 08
Half barrels	1 03	1 05	1 08	1 10

Note—Prices on molasses to outside points average about 3c per gallon less.

What Syrup Moving Brings High Prices

Montreal.

MAPLE PRODUCTS, HONEY.—The sale of maple syrup and sugar is not heavy, and all that passes to the trade is sold on a firm basis. The tendencies are, if anything, firmer. The honey movement is seasonably active, with prices maintained and a good supply available.

Maple Syrup—		
13½-lb. tins (each) (nominal)	....	....
10-lb. cans, 6 in case, per case	....	16 70
5 gal. (Imperial), crated	....	16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case	....	7 00
In cases of six, 5-lb. blocks, cs.	....	9 60
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Tea Stocks Lower; Prices To Be High

Montreal.

TEAS.—The supplies of teas in Canadian importers' hands are stated to be very materially reduced. In fact one informant reported this week to CANADIAN GROCER that there is little tea in the hands of the trade, business secured being on the basis of "to arrive" stock. There is a satisfactory movement with the prospect of high prices continuing, and even of further advances being made an outstanding possibility.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

While Futures Lower Spot Coffees Hold

Montreal.

COFFEE, COCOA.—There is an easier undertone in some future coffees, but this will have no effect on the spot market now. The present basis is held without change and there is a good demand. It takes many weeks to secure supplies ordered to-day, and this means that the possibility of declines at this time is a remote one. There is an active demand from the trade. Cocoa is firm and might go higher, while the demand is much improved from the local and country trade.

Coffee—		
Bogotas, lb	0 45	0 47
Cut mixed (1-lb. cartons), doz.	4 10	4 80
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Spice Trade Has Been Active One

Montreal.

SPICES — The pickling season has served to make demand for spices active, and the importers have had splendid business. For the most part the undertone is firm, and while stocks are adequate, there is no apparent heavy surplus. Import prices are quite high still.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	....	0 65
Cream of tartar (French pure)	....	0 80
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Export Orders Will Help Some Millers

Montreal.

FLOUR.—The receipt of orders for some 800,000 barrels of flour for the Canadian Wheat Board's account is welcome news for the milling industry generally. This may be but the beginning of further business, and it augurs well for the immediate future activity of the milling industry. At the price of $10.65 per barrel in jute bags, it will probably afford the mills a satisfactory profit as handling will be eliminated to a great extent. The domestic demand is quite satisfactory and the undertone firm.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Package Goods Sell On Unchanged Basis

Montreal.

PACKAGE GOODS.—There has been little of new interest in the package goods list and with a satisfactory active

demand for most lines the trade is experiencing good business.

PACKAGE GOODS

Corn Flakes, 36s, case	3 90	4 25
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	4 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Farina, case	....	2 35
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-rising flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12

Less Range Quoted On Rolled Oats

Montreal.

CEREALS.—There is a fairly good sale for various cereals, and as the cold weather approaches this will improve. The market is an unchanged one, excepting that the range of price is narrowed on rolled oats, the quotations being $5.15 to $5.30 per sack.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 65	5 85
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs)	6 00	6 50
Rolled oats, 90-lb. bags	5 15	5 30
Rolled wheat (100-lb. bbls.)	..	7 10
Tapioca flour, lb.	0 15	0 16

May Be More Supply Feed; Prices Firm

Montreal.

FEEDS.—There is prospect of the feed supply being augmented if the export orders for flour should continue to mature. Up to this time the millers state that there has been demand for all the supply they have been able to turn out. Gluten feeds are marked up, but bran and shorts are unchanged.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, midlings	....	64 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

No Change For Hay; Grain Slightly Less

Montreal.

HAY AND GRAIN.—The demand for hay has been fair, though not excessive, and the basis is altogether unchanged. Grain has been moving slowly for the past week and prices are marked down on oats and slightly up for barley.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2C.W. (34 lbs.)	....	0 96
No. 3 C.W.	....	0 95
Extra feed	....	0 95
No. 1 feed	....	0 94
No. 2 feed	....	0 92
Barley—		
No. 3 extra Ontario	....	1 48
No. 3	....	1 45

Note These prices are at elevator and bags and bagging are not included.

Local Vegetables Are In Active Demand

Montreal

VEGETABLES. — The demand for local-grown vegetables is quite active and there has been, if anything, a more favorable price basis. The variety is seasonably wide and the marketers speedily pick up large quantities as offered by the farmers. Potatoes are somewhat lower in the range of prices quoted, $1.50 being the basis here for Montreal variety.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 15
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	1 00	1 25
Corn (per bag), doz.	0 25	0 35
Garlic, bunch	....	0 40
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetable, doz.	....	1 00
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Yellow, 75-lb. sack	....	3 75
Yellow, 75-lb. sack	....	3 75
Do., Red, 75 lbs.	....	3 00
Spanish, crate	....	2 75
Do., cases	....	7 25
Parsley (Canad[illegible])	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bog	....	1 50
Potatoes, Montreal (90-lb. bag)	....	1 50
Do., sweet, hamper	....	2 75
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	....	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00
Do., green	....	0 35

Apples Hold High; Cranberries $13.00

Montreal.

FRUITS.—There is quite a large variety of fruit available on the local markets and demand is good. Apples are coming to hand in fairly good variety but the basis is held high. Cranberries are quoted less at $13 per barrel and at 75c per gallon.

Apples—		
Famouse	....	8 00
Gravenstein	....	6 50
Alexander,. No. 1	7 00	7 50
Wearthy	7 00	8 00
Bananas (as to grade), bunch	5 00	6 00
Cranberries, bbl.	....	13 00
Do., gal.	....	0 75
Egg plant	1 50	2 00
Grapes, Tokay (box), 30 lbs.	....	2 50
Grapes, basket	....	0 40
Lemons, Messina	6 00	7 00
Plums, blue prunes	....	2 75
Pears, California	....	6 50
Keiffer Pears (box)	....	3 25
Do., bbl.	....	8 50
Peaches (box)	....	2 25
Peaches (small basket)	....	0 75
Peaches, large basket	1 25	1 50
Oranges, Cal., Valencias	....	6 50
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 00

ONTARIO MARKETS

TORONTO, Oct. 10—There is still quite a scarcity of sugar being felt, but there has been some improvement and refiners and wholesalers believe that from now on it will gradually get better. Teas are steady and strong and no changes are reported in coffees this week. New prices on canned tomatoes and corn are announced.

Scarcity of Sugar Still Being Felt

Toronto.

SUGAR.—The scarcity of sugar is still very pronounced, although not quite as acute as was the case a few weeks ago. There is a gradual improvement in the situation, and wholesalers and refiners express the opinion that conditions should right themselves in the course of a short time, although they do not look for any recessions in values. Prices are steady and firm, on the basis of $11.21, Toronto delivery. There is a fair distribution, and every effort is being made to prevent any actual want, because of the stringency.

St. Lawrence, extra granulated	11 21
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 21
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Steady

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is strong and prices are holding steady. There is an active demand for both syrups and molasses.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2		

doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Holding Firm

Toronto.

PACKAGE GOODS.—There is a good demand for package goods, with prices holding at steady but strong figures. Rolled oats and corn flakes are selling freely. Cornmeal in 24s is quoted at $3.65, and fine oatmeal in 20s at $5.60.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	**$5 60**
Do., 20s square, case	5 10	**5 60**
Do., 36s, case	....	**4 00**
Do., 18s, case	....	**2 00**
Corn Flakes, 36s, case	4 00	**4 25**
Porridge Wheat, 36s, regular, case	....	**6 00**
Do., 20s, family, case	....	**5 80**
Cooker Package Peas, 36s, case	....	**3 60**
West Indies, 1½s, 48s	4 60	**6 95**
Cornstarch, No. 1, lb. cartons	0 11½	**0 11¾**
Do., No. 2, lb. cartons	....	**0 10¼**
Laundry starch	....	**0 10**
Laundry starch, in 1-lb. cartons	....	**0 12**
Do., Do., in 6-lb. tin canisters	....	**0 13¼**
Do., Do., in 6-lb. wood boxes	....	**0 13¼**
Potato Flour, in 1-lb. pkgs.	....	**0 16**
Fine oatmeal, 20s	....	**5 60**
Cornmeal, 24s	....	**3 65**
Farina, 24s	....	**2 35**
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Bulk Cereals Selling Freely

Toronto.

BARLEY.—Cereals in bulk are selling freely, with prices showing no changes from the preceding week. With the advent of cooler weather there is a brisk inquiry for barley, both pearl and pot. Barley flour in 98s is selling at $4.50. Golden cornmeal is selling at from $5.75 to $6, and fancy yellow in 98s at from $5 to $5.50. Rolled oats, too, are in demand, and in 90s are selling at $5.25.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	....	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No. 1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

New Prices On Tomatoes and Corn

Toronto.

CANNED GOODS.—New prices are announced on the 1919 pack of tomatoes and corn, although the pack of the former is not yet completed. Tomatoes, 2½s, are quoted at from $2 to $2.05 per case. New Canadian corn, twos, is selling at $1.85 per case. Beets, sliced, are quoted at from $1.40 to $1.45. A large proportion of the pack of both corn and tomatoes is choice quality. Canned salmon continues to sell freely at steady quotations. The canned fruits show increases in prices are compared with last year. Peaches, twos, are quoted at from $3.50 to $3.60 per dozen, and pears at from $4 to $4.05 per dozen. Lombard plums are selling at from $3.10 to $3.25, and green gages at from $3.25 to $3.40 per case of twos.

Salmon—		
Sockeye, 1s, doz.	....	**4 75**
Sockeye, ½s, doz.	....	**2 95**
Alaska reds, 1s, doz.	4 25	**4 50**
Do., ½s	....	**3 00**
Chums, 1-lb. talls	2 35	**2 60**
Do., ½s, doz.	1 85	**1 45**
Pinks, 1-lb. talls	2 35	**2 60**
Do., ½s, doz.	1 85	**1 50**
Cohoes, ½-lb. tins	2 00	**2 10**
Cohoes, 1-lb. tins	3 75	**3 90**
Red Springs, 1-lb. talls	3 75	**4 25**
White Springs, 1s, dozen	2 30	**2 35**
Lobsters, ½ lb., doz.	....	**6 00**
Do., ¼-lb. tins	....	
Whale Steak, 1s flat doz.	1 75	**1 90**
Pilchards, 1-lb. talls, doz.	1 75	**2 10**
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 50	3 60
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricot, 4s, each	....	**0 90**
Black currants, 16 oz., doz.	....	**4 00**
Do., 4s, each	....	**1 10**
Gooseberry, 4s, each	....	**0 84**
Peach, 4s, each	....	**0 88**
Red currants, 16 oz., doz.	....	**3 45**
Raspberries, 16 oz., doz.	....	**4 50**
Do., 4s, each	....	**1 10**
Strawberries, 16 oz., doz.	....	**4 50**
Do., 4s, each	....	**1 15**

New Prunes and Apricots en Route

Toronto.

DRIED FRUITS.—Shipments of new prunes and apricots are on the way, and should be available for this market in the course of the next fortnight. Prices to the trade will be much higher than a year ago. A car of Grecian Sultana raisins were received on the market in the past week, but they have all been pretty well taken. Standards sold at from 26 to 27 cents per pound, and some choice varieties at 25 cents. New California raisins should arrive soon, as word of their shipment from California has been sent to importers here. California peel, both orange and lemon, are selling to the trade at 40 cents. Excelsior dates are easier at $5.75, and Dromedarys are selling at $7 per case.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	**0 44**
Orange	....	**0 48**
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromendary, 3 doz. in case	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	**5 00**
Cal., 8 oz., 20s, case	....	**3 25**
Cal., 10 oz., 12s, case	....	**2 25**
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	....
Choice, 25-lb. box, peeled	....	....
Fancy, 25-lb. boxes	....	....
Practically peeled, 25-lb. boxes	....	....
Extra choice, 25-lb. box, peeled	....	....
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 23
Crown Muscatels, 25s	0 15¾	0 17
Greek Sultanas	0 25	0 27

Tea Quotations Steady and Firm

Toronto.

TEAS.—There is no change in tea quotations as compared with last week. The market continues to show a sharp upward trend, and dealers state that they are paying more for tea, than they are selling it to the trade. Java teas are pretty well cleaned up, that is in the importers' hands, at any rate, and it is not likely that they will ever again be shipped to this country as freely as during the years of the war. Javas will now cost 15 cents per pound more to bring in than they are selling on spot. In the past couple of years, the heavy shipments of Javas had a tendency to keep prices down. Otherwise with the position of the market for Indian and Ceylon teas, as strong as it is, and has been, the prices on spot would have been very much higher than they now are.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Prices Are Unchanged

Toronto.

COFFEES.—The market for coffees is steady as far as the spot quotations are concerned. The tendency in the markets at primary points is easier. There is a very active demand for coffee

fee just now, and the milder coffees are inclined to be scarce. The market for pure cocoa is very strong at 30½ cents, and the sweet cocoa is quoted at 30 cents per pound.

Java, Private Estate	0 51	0 58
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 60
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Spices Are Still Very Active

Toronto.

SPICES.—There continues a very active demand for all kinds of spices Prices are for the most part steady and strong. Sales in spices have been very heavy this season. Black pepper is selling at from 40 to 43 cents per pound, and white pepper is bringing from 48 to 51 cents. Mustard seed, whole, is quoted at 35 cents. French pure cream of tartar is selling at 75 cents, and American high test at 80 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 75
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

New Buying of Nuts at High Prices

Toronto

NUTS.—The market in nuts continues to show the same strength as characterized it a week ago. New buying of almost every kind of nuts is at very high levels, and dealers are quoting higher prices on a number of lines this week. Shelled almonds are quoted at from 62 to 65 cents, while shelled walnuts are as high as 88 and 90 cents. Spanish peanuts are selling at from 25 cents, and Chinese peanuts at from 18 to 19 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 37
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88

Growers Ask 25 Cents For Honey

Toronto.

MAPLE SYRUPS, HONEY.—There is not a great deal of honey moving to market, for the reason that the growers are holding out for 25 cents per pound, and the dealers are not disposed to give it. At the present time, five pound tins are selling at 25 cents per pound, the 2½ pound tins at 26 cents, and the ten pound tins at 24 cents. There is a moderate demand for maple syrups at steady prices.

Honey, Clover—		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2. doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Southern Rices Will Help Market

Toronto

RICES—There are no changes in quotations on rices, although importers and wholesalers are predicting lower levels for future delivery. The receipt of new Southern rices will have a tendency to ease the situation, and prices may be quoted slightly lower. However, the demand is likely to be very strong, and with a very brisk inquiry prevailing, a very marked decline in values is hardly probable. New Southern rices are costing about 14½ cents pound, laid down in Toronto.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 15½

Lima Beans Are Quoted at 15 Cents

Toronto.

BEANS.—Quotations on Lima beans are likely to be very strong. Just now they are selling to the trade at 15 cents per pound. Reports from California state that the crop this year will not total more than 425,000 bags, as compared with 1,600,000 bags a year ago. Samples of Canadian beans are coming forward now, but it is yet a little early to decide just what the output will be, and the trend of prices. There is a moderate demand with prices unchanged.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 15

Bananas Are Half a Cent Higher

Toronto

FRUITS.—Bananas are quoted half a cent per pound higher this week, at 8 cents. Grapefruit is arriving more freely, and is selling at from $5.50 to $6 per crate. Lemons are selling at from $8 to $8.50 per crate. Apples are being shipped to the wholesale trade freely now. Nova Scotia Gravensteins are selling at $5 25 per barrel. Other Ontario varieties are from $6 to $7 per barrel. Canadian grapes are selling at 57 cents per basket. Oregon prunes are from $1.65 to $1.75 per box. California Malaga grapes are $3.25 per crate, and California Tokays are $3. There are still a few Canadian peaches coming forward, selling around $1 to $1.25 per large basket.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	7 00
150s and 126s	5 50	6 50
100s, 250s, 288s, 324s	4 00	5 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 50	6 00
Lemons, Messina Verdellis, box 300s	....	8 00
Do., California, 270s, 300s	....	8 50
Domestic peaches (about finished)—		
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jennetting, Pippin, No. 1	....	7 00
Do. No. 2	....	6 00
Do. No. 3	4 50	5 50
Nov Scotia Grovensteins, bbl.	....	5 25
Cal. Bartlett Pears, box	....	5 00
California Hardy, box	....	4 75
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	....	1 00
Oregon Prunes, box	1 65	1 75
Grapes, Cal., Malaga, crate	....	3 25
Do., Cal. Tokay	....	3 00
Can. Grapes, 6 qts., lenos	....	0 37
Casaba Melons, 6 to 8 in crate	....	3 50
Cranberry, Cape Cod, bbl.	....	12 50
Half barrel	....	6 50
Boxes	....	4 50
Can. Chestnuts, pk.	....	3 50

Potatoes Are at Easier Levels

Toronto.

VEGETABLES.—Prices of potatoes are easier this week. Sales of Quebec potatoes were made on the track at from $1.75 to $1.85 per bag, and some Ontarios were also sold at the above figures. New Brunswick Delawares are higher around $2.75 per bag. Beets and carrots are unchanged at $1.25 per bag, and cabbages are selling at $2.50 per barrel. Lettuce is selling at $3.50 per crate. Large crates of Spanish onions are selling at $6.50, and the half crates at $3.50. Green peppers are selling at 75 cents per dozen. Jersey sweet potatoes are selling at $2.25 per hamper.

Beets, bag	....	1 25
Cabbage, bbl.	....	2 50
Carrots, per bag	....	1 25
Lettuce, crate, 2 doz.	....	3 50
Onions, Yellow Danvers, 100-lb. sacks	....	4 75
Onions, 25-bag lots	....	4 50
Spanish Onions, large cases	....	6 25
Do., medium crates	....	3 50
Onions, pickling, according to size	1 75	2 25
Peppers, green, doz.	....	0 75
Do., red	0 50	1 00
Celery, doz.	0 45	1 00
Cauliflower, box, 12	....	3 00
Cucumbers, 11 qt. basket	....	0 50
Potatoes		
Delawares, bag	....	2 75

Ontario, 90-lb. bags	2 00	2 25
Ontarios, No. 2s	1 75	1 85
Jersey Sweet Potatoes, hamper	....	2 25
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. barket	....	0 40
Egg plant, 11-qt. basket	....	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	....	3 50

Better Outlook in Flour Market

Toronto.

FLOUR.—There promises to be more activity in the flour trade than there has been for some time. The announcement that there will be an export order for 800,000 barrels to be distributed, will improve the situation. For domestic account, the buying, too, has only been of a hand-to-mouth sort. Prices to the trade are unchanged.

Flour—	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
In jute bags	11 00

Quotations On Millfeeds Firm

Toronto.

MILLFEEDS.—Supplies of millfeeds are still within narrow limits. Quotations to the trade are unchanged and strong.

Bran, per ton	55 25
Shorts, per ton	45 25

WINNIPEG MARKETS

WINNIPEG, Oct. 7—The sugar situation is still serious, though there has been some improvement of late. Indications are that there will be sharp advances in beans, while tea also shows a very strong tendency.

Sugar Situation Still Critical

Winnipeg.

Some refineries are not making any deliveries to Manitoba.

The markets of raws are advancing. New crop Cuba raws have been sold at prices much in advance of this year's price on raws fixed by the sugar board.

Opening Prices Tomatoes and Corn

Winnipeg.

CANNED GOODS.—Opening prices on corn and tomatoes are not as high as expected by the trade here.

There is considerable satisfaction felt at the price of corn, particularly as the tentative price was so high it was felt that there would be considerable U. S. corn brought onto this market.

Tea Prices Steadily Advance

Winnipeg.

Rupee exchange last week reached 21⅝, as against the old fixed rate of ¼. Considerable advance is shown in Ceylon and Indian teas, not only in the finer grades, but in medium and common grades. These were all affected at the last auction sale in Colombo.

Smyrna Figs Will Be High

Winnipeg.

Wire just received shows advance on Smyrna figs to be from one to two cents per lb.

Hills Bros., New York, report a shipment of Camel Brand having left Sept. 17, due to arrive here around Oct. 18.

Prices generally are considered very high.

Rice Firm; Advance Likely

Winnipeg.

RICE.—All kinds of rice are reported scarce. Present stocks are almost used up. Jobbers are advising retailers to pick up what they require at once.

No. 1 Japanese, 50-lb. bags	15 75
No. 2 Japanese, 100-lb. bags	13 50
Patna Japanese, 50-lb. bags	14 75
Do., 100-lb. bags	14 50

Jobbers Offering New Honey

Winnipeg.

Canadian honey is being offered by the jobbers here at:

HONEY—	
10 oz. glass, 2 doz. to case, per case	4 00
2½ oz. tins, 2 doz. to case, each	0 25
4¾ oz. tins, 1 doz. to case, each	1 40
5 oz. tins, 1 doz. to case, each	1 50
10 oz. tins, 6 tins to case, each	2 95

Beans Expected To Advance

Winnipeg.

The bean market is very steady with a tendency to higher prices.

British Columbia beans are estimated to be sixty per cent. below expectations. As beans are practically all grown by the Japs and Chinese in B. C., it is known they will not be threshed until the winter months.

California Limas. Opening prices were made to-day, the price named is 12½c, f.o.b., California.

The crop is estimated at between four hundred thousand and four hundred and fifty thousand bags.

Shippers are not accepting all orders offered and are only allowing ninety tons to be purchased by any one broker.

Baby Limas are reported to be around three hundred thousand bags.

The 1918 crop is practically all cleaned up.

BEANS—	
Japan, recleaned, per bag	7 75
Lima Beans, 100-lb. baks, lb.	10 75

No Change In Flour Prices

Winnipeg.

FLOUR.—There has been no change in flour prices of recent date. Prices remain as follows:

Flour, Government Standard—	
98-lb. sacks	5 35
49-lb. sacks	5 45
24-lb. sacks	5 55

Feeds Reported In Keen Demand

Winnipeg.

FEEDS.—The situation is unchanged in feeds. Demand is heavy, being in excess of supply.

Bran, per ton, carlots	40 00
Shorts, per ton, carlots	50 00

Hay Prices Have Been Named

Winnipeg.

HAY.—The following prices have been named on the various grades of hay:

HAY (prices F.O.B. Winnipeg)—	
No. 1, Timothy	31 00
No. 2, Timothy	29 00
No. 1, Red Top	26 00
No. 2, Red Top	24 00
No. 1, Upland	24 00
No. 2, Upland	22 00

Apple Market Very Strong

Winnipeg.

Winter apples have been in heavy demand. Market has advanced considerably recently. Difficulty is reported in securing sufficient supplies. General market conditions appear very strong.

Apples in boxes—	
Cookers	1 75
Snows	3 50
Jeffries	3 00
Wealthies	3 00
Alexanders, Duchess, Red Gravensteins	3 00
King Davids and Jonathans, box	4 00
Pears, Flemish—	
Beauty, per box	2 50
Cantaloupes, standard crate	4 00
Do., box	1 75

THE WEIGHT OF EGGS

In an article appearing last week in CANADIAN GROCER it was stated, in outlining on page 37, the particulars of the new by-law of the City of Montreal, governing the sale of eggs by weight, that "in general, a dozen and a half of fresh eggs of the average size will weigh one pound, it is said."

Of course this is incorrect, obviously, as many readers would already know, and the facts would be quite the reverse, a dozen of fresh eggs of average size weighing in the neighborhood of 24 ounces, or a pound and a half.

PRESENT DAY EXPENSES

Continued from page 32

the needs of various kinds of customers. I believe that a merchant must determine for himself the kind of people he will seek to serve, and hew close to the line, for it is very dangerous to slop over or mix your recipes.

The expression used by the merchant I quoted last week: "Sellers of service—What kind of service has your store to sell?" appeals to me very strongly. I think he has the right idea. Anybody can sell groceries. A few can render—and therefore sell—acceptable service.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 7.—The strike in the Atlantic Refineries is settled. The plant is working to-day. It did not last long enough for the merchants here to feel the effect. Molasses are firmer at from 91 to 92 cents. Cheese is higher. New Brunswick selling at 29 to 30 cents, Ontario 29¾ and 30 cents. Dairy butter is 52 cents; tub 48 to 50 cents. Compound lard is lower at from 29 to 29½ cents. American pork is easier at 65 and 67 cents. New deliveries of corn and tomatoes are on the market. Corn is $3.75 and tomatoes $4.20. The fruit market shows few changes. Lemons are higher at from $11 to $12; pears, $6 to $6.50, and plums, $3.50 to $4; peaches are out.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 91	0 92
Sugar —		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 29	0 30
Cheese, Ont., twins	0 29¾	0 30
Eggs, fresh, doz.	....	0 60
Eggs, case	....	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	....	0 52
Butter, dairy, per lb.	....	0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case...	....	4 90
Raspberries, 2s, Ont., case.....	....	....
Peaches, 2s, standard, case.....	3 70	3 75
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 20
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case.....	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb bags.....	5 25	5 50
Lemons, Cal.	11 00	12 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate	....	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	5 00	5 50
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 7.—Creamery butter has advanced 3 cents. Dairy butter is quoted at from 43 to 47 cents. Farina and Flour in 7s and 10s, and oatmeal are all 20 cents per bale higher. Sago is quoted at from 11 to 14 cents, and tapioca is from 12 to 14 cents. Ontario cheese is selling at 29½ and 30 cents. Corn is from $4.60 to $4.80. Raspberries 2s are selling at from $10 to $10.50. All cuts of hams and bacon are a cent lower. Salada tea, O-Cedar oil and sal soda are slightly higher. New laid eggs are $17.50 to $18. Oranges are $7 and lemons $9 to $9.50. New Florida grapefruit is $8.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 12	0 14
Sago, lb.	0 11	0 14
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large...	0 29½	0 30
Butter, creamery, lb.	0 58	0 62
Do., dairy, lb.	0 43	0 47
Lard, pure, 3s, per case.....	21 30	21 60
Eggs, new-laid, local	17 50	18 00
Do., candled, storage	....	16 00
Tomatoes, 2½s, standard, case..	4 20	4 60
Corn, 2s, case	4 60	4 80
Peas, 2s, standard case.....	4 40	4 60
Strawberries, 2s, Ontario, case..	9 35	10 25
Raspberries, 2s, Ontario, case...	10 00	10 50
Cherries, 2s, red, pitted.....	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s.....	....	0 40
Peaches, evaporated, lb.	....	0 30
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case.....	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	33 00
Oranges	....	7 00
Lemons	9 00	9 50
Grapefruit	....	8 00
Canteloupes, crate	....	4 75

CANADIANS WILL BUY BRITISH FOODS

Continued from page 31

ones would have afforded work for many thousands of men. As it was, this expansion could not be undertaken, or very rarely.

Not to Build Here

Asked as to whether there would not be encouragement in erecting factories here in Canada, Mr. Malcolmson stated that, as far as vinegars were concerned, he did not favor this. The climatic conditions in England, particularly in the vicinity of London, have a great deal to do with the quality of the product. So has the water used. Even in parts of Great Britain there is difficulty in making vinegar of the quality that can be produced in the London plant, he said. And if the machinery were installed here that is used over there, it would not produce the grade of vinegar desired. For this reason there is unlikely to be any development in this direction.

Mr. Malcolmson believes that the Canadian trade can be well supplied by the placing of stocks in central points throughout the country, and from which they can then be readily distributed. This will afford the trade the supplies that they require with little delay.

At the present time, and for many years, a large export trade with Australia and South Africa has been maintained by the British manufacturers. It is a trade which they have highly valued, and while the Canadian demand is perhaps much smaller for some products, the manufacturer sees a future here for the goods he specializes in.

If the present labor troubles cease, Mr. Malcolmson looks forward to an increased and increasing export trade with Canada.

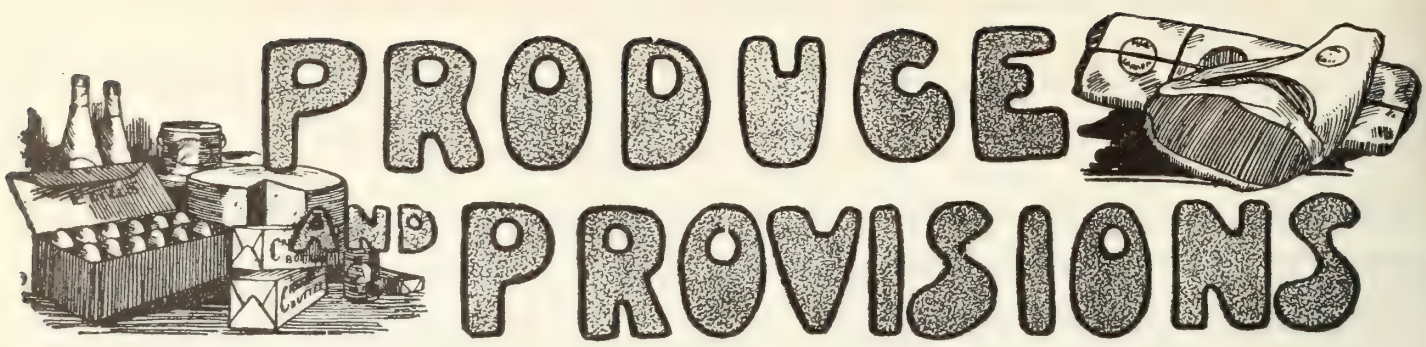
CLOSING STORE CHANGED CHARACTER

Continued from page 27

by plaintiff as damages. No damage has been proved. What defendant is condemned to pay is rent for the store for eleven months, namely, $275, plus $10, the cost of the protest served in the first instance, making a total of $285, but with this obligation on the part of the plaintiff: that he must render an account of the money he has received in rent for the premises in question since it was sub-let. This money must be counted to the credit of defendant and deducted from the amount mentioned against him in this judgment, costs in the two courts being against defendant, Champagne.

BRITISH RESTRICTION RE SALE OF U.S. SALMON LIFTED

The Ministry of Food of Great Britain has finally withdrawn the restrictions against the selling of canned salmon of the 1918 and 1919 pack. These seasons' packs may now be sold following the lines laid down for the distribution of the salmon purchased by the ministry.



Prices on March 10 and Now

Comparisons of Quotations of Fresh Pork, Hams, Bacon and Lard This Week With What They Were on March 10, to Which Levels Packers Must Return by Oct. 15

IN view of the order of the Board of Commerce to the Canadian packers to inaugurate the prices of pork and pork products of March 10, last, on October 15, some comparisons of quotations given this week, with those of last March are interesting. On fresh pork, also smoked meats and lard, there was a decline this week varying all the way from one to as much as three cents per pound. At the time of writing live hogs on the Toronto market, on the fed and watered basis, are selling at $17.25 per cwt. This is 25 cents per cwt. lower than on March 10. But at the close of last week the price was at $17.75 per cwt. The Chicago market is tending to still lower levels, and the trend of Chicago prices largely controls value here. Extremely fine killers at Chicago, at the mid-week, were selling at $16.50 per cwt. Buffalo prices were 25 cents higher than Chicago.

Values Working Down

In fresh meats, packers are this week quoting fresh legs of pork up to 18 pounds, at from 33 to 35 cents, as compared with 27 to 29 cents in the week of March 10. Loins of pork are now from two to three cents per pound higher than they were at that time, the current price being 37 to 38 cents, as compared with 33½ to 36 cents in March last. The difference in the quotations on tenderloins is not very marked, only amounting to two cents. This week the packers are selling them at 47 cents, as against 45 cents seven months ago. If the present easy feeling in the market continues, by the 15th of the month, values may have gradually worked themselves down to quotations of March 10.

Hams and Bacon More Significant

In hams and bacon the difference between the prices of to-day and March 10 are more significant. But as the packers point out, the smoked meats that are now on the market are from high-priced hogs, and the quotations cannot return to the levels of March 10, until the cheaper hogs are on the market in the shape of hams and bacon. Hams to-day range from 32 to 42 cents, as compared with 29 to 32 in March. Backs, skinned, ribin, are now 51 to 52 cents, as compared with 45 to 46 cents seven months ago, and boneless backs were then 49 to 50 cents, and this week are selling at from 53 to 54 cents. Ordinary breakfast bacon shows a variance of about five cents per pound, with the present price ruling at from 40 to 45 cents. Fancy breakfast bacon is now 48 to 52 cents, as compared with 44 to 46 cents in the week of March 10. Rolls are nearer, there being an increase in present values of only two cents, and in the case of Wiltshire sides a difference of three cents. Long clear bacon now selling at from 30 to 31 cents, is three cents per pound higher than in March, and mess pork, 200 pounds to the barrel, at from $45 to $46, shows a gain of $3, as compared with the March quotations. Lard this week is quoted at from 30½ to 31 cents per pound, three cents in advance of March prices.

Margarine Sale Legalized Till 1921

Bill to Enlarge Operation of Present Act to This Date, Probably First Step Toward Permanent Action

OTTAWA, October 8.—The Ministery of Agriculture has introduced a resolution providing for the manufacture and importation of oleomargarine until August 31, 1920, and the sale and having for sale of the same commodity until March 1, 1921. A license for the importation and manufacture of oleomargarine shall be required, and it shall be imported free of duty. All packages offered for sale must be marked and labelled as prescribed. The probability of such legislation being passed was referred to in CANADIAN GROCER last week. While a specific time is mentioned in the resolution for the duration of this permission, there is no doubt that it will be made permanent. The question was brought before the House at a thinly-attended session on Tuesday evening, and met with some opposition from the farmer members. On a vote on the resolution being called, however, the decision stood 22 for and 15 against. The matter will shortly be placed before the House in the form of a Bill.

Wiltshire Bacon a Good Seller

Toronto Merchant Finds That Offering Wiltshire Bacon Has Helped to Build His Bacon Business and Give Him a Better Profit

FRED R. BELL, of 1081 College St., Toronto, has demonstrated that there is a market for Wiltshire bacon in his locality, at least.

"Up until last spring," he says, "I carried only back bacon, for which there was little demand owing to the price. It occurred to me that 'Wiltshire' being a good seller on the English market, ought to be fairly popular in this neighborhood since many of the residents are English.

"I decided to try it out, and had my brother, who is a showcard writer, prepare several cards, 'Wiltshire Bacon,' 'Old English Bacon, 55c a lb.,' which we posted where they would readily catch the eye.

"From the very first, our venture met with surprising success. During the first week we sold eighty pounds, and our average weekly sales since have been nearly 100 lbs. Not only that, but we have attracted customers by our bacon sales, who ordinarily deal elsewhere. In selling them 'bacon' we usually receive an order for one or more other articles.

"Boning, etc., involves a little more labor, but we are well repaid by our higher margin of profit and bigger turnover."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 7—The changes of the week are as follows: A firming of the undertone for live hogs, due to smaller offerings and a firming basis in outside markets. Barrelled pork is lower, reflecting the declines in pork that were made for several weeks. Cooked meats and jellied varieties are marked down. Lard is selling on the recent reduced basis, actively. Shortening is marked down somewhat and is an active seller in this market. Butter is firmer, but there is no change of price. Demand is improved from the U.S. markets and to which supplies have gone forward recently. Cheese basis is steadily firm. Egg receipts are reduced and the undertone is firm for new-laids, but some uncertainty exists with regard to selects and No. 1's. Poultry is again reduced in price. The fish market is quite active.

Hog Receipts Light; Undertone is Firmer

Montreal.

FRESH MEATS.—There has been a reduction here in the receipts of live hogs, and as a consequence the offerings have been bought at increased prices, $18 being the quoted basis for select stock on the Montreal markets. It is expected that, unless the offerings increase, prices will hold quite firm. Dressed hogs of the select varieties are selling at $26.50 to $27 per cwt. There has been little change in cattle markets, the receipts being fair, but the quality, in many respects, rather inferior. Trade for meat is fairly satisfactory.

FRESH MEATS—		
Hogs, live	....	$18 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	26 50	27 00
Sows (heavy)	22 00	23 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Spare ribs	0 23	0 24
Trimmed shoulders	....	0 29
Pork sausage (pure)	....	0 26
Farmer sausages	....	0 22
Fresh Beef—		
(Cows)		(Steers)
$0 20 $0 22 ..Hind quarters..	$0 26	$0 27
0 12 0 14 ..Front quarters..	0 14	0 16
.... 0 27 ..... Loins	....	0 34
.... 0 23 ..... Ribs	....	0 25
.... 0 11 ..... Chucks	....	0 14
.... 0 18 ..... Hips	....	0 22
Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), lb.	....	0 16

Lower Ham Prices Have Improved Sales

Montreal.

CURED MEATS. — The tendencies have been downward on hams and cured meats of all kinds. This has tended to improve the demand and sales have been quite active during the past ten days. The range of prices quoted in this market is materially lower than for some time, and bacon, too, has been ruling easier. Further declines are made this week for barrelled pork, and plate beef is down in price to $32.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 40½
14-20 lbs.	0 39	0 40
20-25 lbs.	....	0 37
25-35 lbs.	....	0 29
Over 35 lbs.	....	0 28
Bacon—		
Breakfast	0 44	0 52
Windsor	....	0 51
Cottage rolls	....	0 35
Picnic hams	....	0 29
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	60 00
Clear fat backs (bbl.) (40-50 pieces	....	63 00
Heavy mess pork (bbl.)	....	51 00
Plate Beef	....	32 00
Mess Beef	....	32 00
Bean Pork	....	48 00

Cooked and Jellied Meats Tend Downward

Montreal.

COOKED MEATS.—As the influence of lower pork prices reaches the prepared lines the latter incline to lower levels, and reductions are in effect this week for head cheese, ox tongue, boiled and roast shoulders, and a wider range of prices applies for minced meat. The latter is likely to be sold for less money than charged in the past months, and reductions may be made gradually. There is a fair demand.

Head Cheese	....	0 13½
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 60
Hams, cooked	....	0 58
Shoulders, roast	....	0 45
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

Lard an Active Seller on New Price Basis

Montreal.

LARD.—There has been little change from last week in the price basis and at the present prices the movement is quite heavy. It was stated that sales were made at reduced prices during the week, but the market is ruling quite steady at the basis mentioned below. It is probable that the lower prices for large lots were induced through the holding of rather large quantities in one or two quarters.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	0 31
Tubs, 50 lbs., per lb.	....	0 31¼
Pails, 20 lbs., per lb.	0 31½	0 32
Bricks, 1 lb., per lb.	....	0 34

Shortening Lower and a Big Seller

Montreal.

SHORTENING.—The sale for shortening is larger on the reduced price basis and lower prices still are in effect this week. The receipts have been ample to meet domestic requirements, and it is likely that there will be sufficient supply to meet the early fall needs. Oil used in the manufacture of this commodity will perhaps be freer than it was a year ago.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29
Tubs, 50 lbs., per lb.	0 29¼	0 29½
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	....	0 32

Margarine Holds Its Basis Without Change

Montreal.

MARGARINE.—There is very little to make this commodity a feature, the price basis holding without change and sales to the trade being seasonably satisfactory. Weather conditions will improve the demand if the temperatures are lower.

MARGARINE —		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Butter is Firmer; Supplies Sent to U.S.

Montreal.

BUTTER.—It is stated that the demand for butter has been so active from U. S. buyers that substantial shipments have gone across the line. A temporary shortage there, in some districts, is said to have afforded the producers in Canada a better market than exists here and round lots have been shipped there. One large produce man expresses his belief that there will be little probability of prices declining to any extent at least.

BUTTER—		
Creamery, prints, fresh made..	....	0 58
Creamery, solids, fresh made..	....	0 57
Dairy, in tubs, choice	0 49	0 50
Dairy prints	0 50	0 51
Bakers'	0 45	0 47

At Maintained Price Cheese is a Seller

Montreal.

CHEESE.—The local demand is reasonably active and there is quite a movement to export buyers. It is pointed out that the condenseries have taken so much of the milk and cream supply as to make a shortage of supply for the cheese makers. The capacity of the cheese factories is much greater than the owners can secure product for, and this means, one informant points out, that the cost of producing cheese makes the present prices unprofitable almost. The receipts have been very materially reduced within the past few months.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Egg Receipts Low and Storage Used

Montreal.

EGGS.—Supplies from the country of new laid eggs have been much fewer of late and there is little promise of these increasing at the present time. Produce men have been tapping their stocks of storage eggs freely, and while they state that there is no logical reason for it, the prices of No. 1 and of selects have declined 2 cents and 1 cent respectively. Demand for export account has been active, and it will be November before new laids come to hand in large quantities.

EGGS—		
No. 2	....	0 50
No. 1	....	0 56
Selects	....	0 63
New laids	....	0 68

Poultry Again Down; Produce Men Storing

Montreal.

POULTRY.—Prices have again been reduced for poultry, and while there is a fair demand from the trade, the produce men are now putting a certain amount of supply into cold storage. The receipts from the country are reported to be fair.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—		
(Buying Prices)		
Chickens, light weights	0 17	0 18
Heavy weights	0 21	0 23
Ducks, young	0 17	0 18
Old	....	0 15
Geese	0 15	0 20
Live—Old fowl	0 17	0 24
Roosters	....	0 15
Turkeys	....	0 35

Fish Sales Fair And Good Supplies

Montreal.

FISH.—There has been quite an active demand for fish of various kinds, and the supply is now satisfactorily varied to afford the trade the selection they prefer to make. Prices are lower than they were at this time a year ago and this will serve to help the movement. Fresh fish are continuing to sell as popularly as ever. A good season is in prospect.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ½ per 100	....	1 75
Crushed Oysters Shell, 100-lbs.	....	1 50
Paper Oyster Pails, ¼-lb. per 100	....	2 25

ONTARIO MARKETS

TORONTO, Oct. 10—The tendency in meats is towards lower levels, but on pork products, while the quotations are easier, the prices of last March are not ruling. The butter market is inclined to be firmer, and eggs and cheese are unchanged. Poultry is selling freely in view of the demand for Thanksgiving.

Trend in Fresh Meats is Down

Toronto.

FRESH MEATS.—There continues to be an easy tendency in fresh meats. Live hogs are selling around $17.75 per cwt. on the fed and watered basis. Pork cuts are quoted about 2 cents cheaper, legs of pork up to 18 pounds selling at from 33 to 35 cents per pound, and loins of pork at from 37 to 38 cents. Tenderloins are 47 cents. Hind quarters of beef are 25 cents and front quarters 16 cents. Spring lamb is quoted around 20 cents per pound for the best, and calves range from 22 to 27 cents.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 75
Live, f.o.b., per cwt.	....	16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 33	0 35
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	....	0 47
Spare ribs, lb.	....	0 14
Picnics, lb.	....	0 26
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 30
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 25
Front quarters, lb.	0 10	0 16
Ribs, lb.	0 09	0 14
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 22	0 32
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, lb.	....	0 15
Spring lamb, lb.	....	0 20
Sheep, whole, lb.	0 10	0 13

Above prices subject to daily fluctuations of the market.

Hams and Bacon at Easier Levels

Toronto.

PROVISIONS.—There is a brisk demand for hams and bacons, and quotations are easier as compared with a week ago, but the March prices, as ordered by the Board of Commerce, are not yet ruling. Smoked hams are selling at from 40 to 42 cents for the medium, and at from 32 to 37 for the large hams. Heavy hams are selling at from 30 to 33 cents. There is a brisk demand for bacon. Fancy breakfast bacon is unchanged at from 48 to 52 cents, and ordinary breakfast bacon is selling at from 40 to 45 cents. Rolls are from 32 to 33 cents, and Wiltshire sides from 37 to 38 cents.

Hams—		
Medium	0 40	0 42
Large, per lb.	0 32	0 37
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 53	0 54
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 62
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 30
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	45 00	46 00

Short cut backs, bbl. 200 lbs.	....	60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Also Lower

Toronto.

COOKED MEATS.—The demand for cooked meats is not quite as brisk as it was in the warmer weather. Prices are easier again, boiled hams selling at 58 cents per pound, and roast hams without dressing at the same figure. Jellied ox tongue is also easier at 58 cents.

Boiled hams, lb.	....	0 58
Hams, roast, without dressing, lb.	....	0 58
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 58
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Firmer Market Rules on Butter

Toronto.

BUTTER.—The market in Montreal is firmer on butter, and this is reflected in the market here. Fresh made creamery prints are selling at 58 cents, and the solids at 57 cents. Fresh separator is selling to the trade around 48 cents.

Creamery prints (fresh made)	....	0 58
Creamery solids (fresh made)	....	0 57
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Market Ruling Steady

Toronto.

CHEESE.—There is no change in the market for cheese. Prices are steady, and there is an active demand for the domestic trade.

Cheese—		
Large	....	0 28
Stilton	....	0 31

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Steady and Firm

Toronto.

EGGS.—The market for eggs is very firm, although prices show no changes as compared with a week ago. No. 1 storage eggs are selling at from 58 to 61 cents, and special new laids in cartons at from 62 to 65 cents.

Eggs—		
No. 1 storage, doz.	0 58	0 61
Special new laids, in cartons, dz.	0 62	0 65

Prices shown are subject to daily fluctuations of the market.

Shortening is Selling Freely

Toronto

SHORTENING.—Shortening is selling freely at from 27½ to 28 cents, prices being steady with last week.

SHORTENING—		
Tierces, 400 lbs., lb.	0 27½	0 28

Lard Prices Again Decline

Toronto.

LARD.—The trend in lard prices is towards lower levels. On the tierce basis lard is now selling at from 30½ to 31 cents per pound.

Lard, tierces, 400 lbs., lb.	0 30	0 30½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Active Demand For All Fish

Toronto.

FISH.—There is a very active demand for all kinds of fish. Oysters are selling freely. Prices are for the most part steady and strong. Chicken halibut is selling at from 21 to 22 cents, and haddock with the heads on are bringing 10 cents, and with heads off, 11 cents. Fresh B. C. salmon is selling at from 27 to 28 cents. Blue point oysters, 800s, are quoted at $15.75, and 1000s at $14.

FRESH SEA FISH

Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	....	0 30
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00

FROZEN SEA FISH

Salmon	....	0 24
Herring	0 09	0 10
Mackerel	....	0 11
Flounders	....	0 11

FRESH LAKE FISH

Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 11	0 15
Whitefish, lb.	0 13	0 14
White fish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 15
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Has a Brisk Inquiry

Toronto

POULTRY. — Expectations are that there will be a heavy demand for poultry this week, in view of the Thanksgiving trade, and prices are inclined to be firmer. Dressed young turkeys are quoted at 40 cents per pound in the country. Spring chicken is 20 cents per pound liveweight, and from 23 to 28 cents per pound dressed, at points of shipment. Spring chicken is selling to the trade at from 32 to 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old lb.	-$0 30	-$0 35
Do., young, lb.	- 0 35	- 0 40
Roosters, lb.	- 0 16	- 0 20
Fowl, over 5 lbs.	- 0 20	0 25- 0 28
Fowl, under 3½-5 lbs.	-	0 20- 0 25
Spring chickens, live	- 0 20	0 23- 0 28

Prices quoted to retail trade:

	Dressed	
Hens, heavy	$0 32	$0 35
Do., light	....	0 33
Chickens, spring	0 32	0 35
Ducklings	....	0 35
Turkeys	0 40	0 40

WINNIPEG MARKETS

WINNIPEG, Oct. 7—There is a general firmness noted in most produce lines this week. Pork prices are slightly stronger. Butter and eggs are both scarce and prices are holding very firm, indeed. Fish is arriving in much better volume and variety and are selling at good prices.

Pork Prices Somewhat Firmer

Winnipeg.

PORK.—Although pork prices have been declining rapidly; at time of writing prices are reported a little firmer.

Selects	16 50	17 00
Heavies	13 50	14 50
Lights	15 00	16 00
Sows	11 00	12 00

Butter Prices Remain Firm

Winnipeg.

BUTTER.—There is a very firm tendency in butter at the present time. Prices are quoted as follows:

BUTTER		
Creamery, bricks, 1s	0 56	0 57
Creamery, solids, 1s	0 55	0 56
Dairy butter	0 40	0 42
Margarine, 1s	....	0 36

Eggs Also Very Steady

Winnipeg.

EGGS. — Eggs are comparatively scarce at the present time and prices are very firm indeed.

EGGS		
Specials, cartons, per doz.	0 53	0 56
New laid, candled, per doz.	0 50	0 50

Cheese Prices Remain Unchanged

Winnipeg.

CHEESE.—There is very little new in the cheese situation this week, prices remain as follows:

CHEESE—		
Manitoba, large	0 29	0 29½
Do., twins	0 30	0 30½
Ontario, large	0 30	0 30¼
Do., twins	0 30¼	$ 30½

Fish Demand Good; Price Firm

Winnipeg.

FISH.—Ample supplies of fish are now arriving in the market. The first Holland herring to arrive in over two years has just been received in Winnipeg.

FISH

In Brine		
Labrador Herrings, half bbls., each	....	9 00
Can. Herrings, 25-lb. pails	....	2 25
Pickled Lake Superior Herrings, 10-lb. pails, each	....	1 15

FROZEN FRESH FISH

Halibut, large	....	0 15
Do., medium	....	0 16
Jackfish	....	0 10
Salmon	....	0 19
Whitefish, case lots	....	0 10
Do., broken case	....	0 11

SMOKED FISH

Bloaters, Eastern, per case	....	2 90
Do., Western, per case	....	2 20
Haddies, 30-lb. cases, per lb.	....	0 15
Kippers, Eastern, 20 count, per count	....	1 85
Do., Western, 20-lb. boxes	....	2 25

SALT FISH

Steak Cod, 2s, per lb	....	0 16
Blue Nose Cod, 20 1s and 2s	....	0 15½
Acadia Cod, 1s and 2s	....	0 16
Salt Herring, ½-bbl.	....	7 00
Do., 20-lb. pails	....	1 75
Do., 10-lb. pails	....	0 90
Holland Herring, milkers, per kg.	....	1 50
Do., mixed, per keg	....	1 40

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

57 57

HEINZ

Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

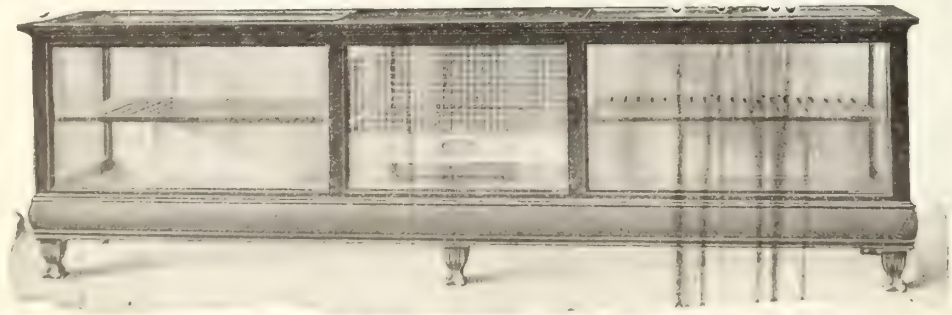
All Heinz goods sold in Canada are made in Canada.

57 57

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write or Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 51 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 260 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Kent St., Vancouver, B.C.

Adding Delicious Freshness to Attractive Display

The reason so many grocers and butchers are installing Arctic Counter Refrigerators is because it adds the full power of a refrigerator to attractive store display, and requires no additional space, because it takes the place of ugly, out-of-date counters.

Its ability to please customers and attract new trade are simply added advantages.

Profit Lies in Quick-Selling Quality Lines

"Easifirst" is one of these. No time wasted in argument. No disappointed customers.

Make sure that you can always supply "Easifirst."

It will pay.

Phone Junction 3400

GUNNS LIMITED

TORONTO

Did You Know That Schneider's Hams Are Guaranteed?

If there should happen to be any complaint from any customer—if our hams are not as good as we say —return them.

But we know they never disappoint. That's the conviction back of our guarantee.

Have you tried selling them?

J. M. Schneider & Son, Ltd.

KITCHENER - ONTARIO

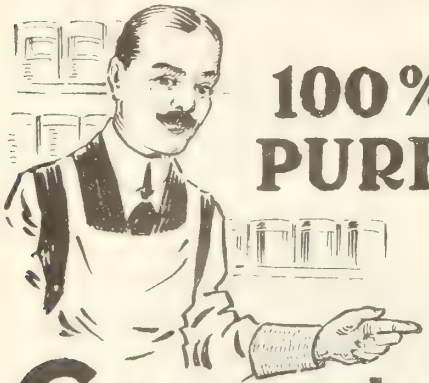
Drop us a card for Sausage and Smoked Meat quotations
Satisfaction guaranteed on all mail orders.

TRADE MARK

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

It's Profitable Because—



100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS 15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

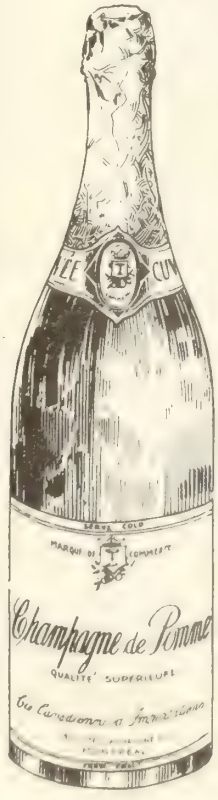
Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

GROCERS



ORDER YOUR STOCK OF

Champagne de Pomme

NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.

ASSURING

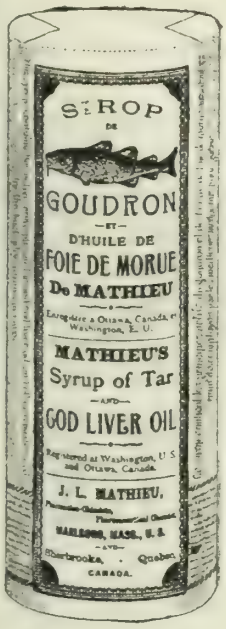
a SAVING for your customers
a PROFIT for you

The housewife knows that she pays the same price for Cow Brand Baking Soda as she pays for inferior package soda. But she also knows that the superior quality and strength of **Cow Brand** make it unnecessary for her to use such quantities. Hence her saving.

Her demand means quick turnover. Quick turnover means bigger profit for you.

Church & Dwight, Ltd.
MONTREAL

STOP THAT COUGHING



and build up your system with a dependable tonic and body-builder like

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

For Neuralgia, Headache, Sleeplessness, etc. Mathieu's Nervine Powders are absolutely reliable and effective.

Handle these two well-known remedies. Always a big demand for them. Excellent profits.

J. L. Mathieu Co.
Proprietors
SHERBROOKE - - QUEBEC

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

KEYSTONE BRAND

NUGGET BROOMS
When a customer asks for a "Nugget" Broom there must be a reason for remembering the name.

NUGGET BROOMS
are brooms of good reputation. A "just as good" line will not satisfy women, who know the merits of a "Nugget," and want a light yet sturdy broom.

The quick turnovers from "Nugget" Brooms will swell your income.

For prices, etc., write
STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

The "Nuggett" Broom is only one of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

MR. GROCER!

Are Your Accounts Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street STRATFORD, Ont.

Copyrighted

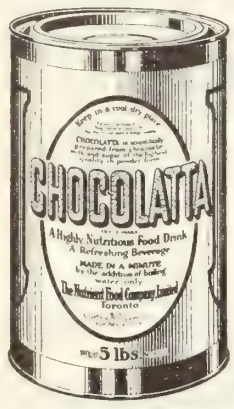
Good for Customers---Good for You

H.P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact.

It is in big and constantly-growing demand and offers you a generous profit—that's why it is certainly the same for you.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE



CHOCOLATTA

"Made in a Minute" is the slogan which explains the great success of CHOCOLATTA. A perfectly balanced food-drink, complete in itself, requiring neither milk nor sugar, and "Made in a Minute" by the addition of boiling water only.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto

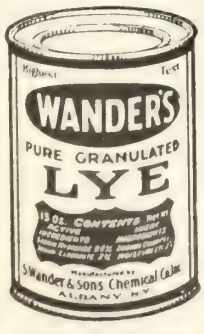
RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

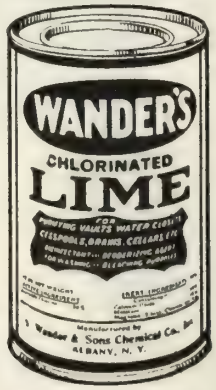
S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs. Bleaches

We Design Labels That Create Sales

Our business is to help you put a package on the market that will not be a mere dumb container, but that will stand out and actually invite the trade and general public to try its contents.

Some of the most successful cut-outs, display cards and labels to be seen in modern grocery stores are the work of our experienced staff—always at your service to satisfy you with artistic, attention-compelling designs.

What are your requirements? Write us.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street **Toronto, Canada**

NEW CROP
EVAPORATED APPLES

Canada's best flavoured Hard Apples evaporated to Government Standards, packed in 50-pound boxes. Shipment from three points in the Annapolis Valley of Nova Scotia.

We are now manufacturing and will quote for shipment any month to March next. Wire your inquiries to—

J. W. GORHAM & CO.

HALIFAX, N.S.

None Better Than
SIMMS BRUSHES

The superiority of SIMMS over other brushes and brooms is the reward of 54 years of conscientious endeavor to produce a line of brushes and brooms that are perfect in material and construction.

A guarantee of quality goes with each of our products.

Brooms		**Shoe Brushes**
Whisk Brooms	**Lather Brushes**	**Stove Brushes**
Paint Brushes		**Scrubbing Brushes**

Each of the above is a sure and profitable sale for you. Your customer will be satisfied —will receive the best value for his money.

Stock up in our line and get the brush and broom trade of your district.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 Years.

Head Office: ST. JOHN, N.B.

MONTREAL LONDON TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

will satisfy where others fail

The veteran "Chewer" is a mighty hard man to please, but King George's Navy always satisfies the most discriminating.

And the margin of profit on every sale should recommend King George's Navy to every aggressive dealer.

If you are not now selling it get a trial supply to-day.

Rock City Tobacco Co., Ltd.

A Wholesome Dessert

The fame of "Junket Tablets" as a delicious, economical dessert is rapidly spreading to every household.

Its multitudinous uses render it invaluable for making ice cream and dainty desserts that are tasty and nutritious.

Let "Junket" solve your dessert problems—quickly—economically — deliciously. You can't afford to ignore the big demand for "Junket," neither can you risk your customers going elsewhere for it. Good profits make "Junket" worth your while to handle. Send your order now or ask your jobber.

Junket
MADE *with* MILK

Sold in 10-Tablet packages that retail at 12c.

Advertised in the Dominion's leading magazines and journals.

Chr. Hansen's Canadian Laboratory, Toronto, Can.

LOGGIE, SONS and COMPANY

Selling Agents for Canada

32 FRONT W. TORONTO

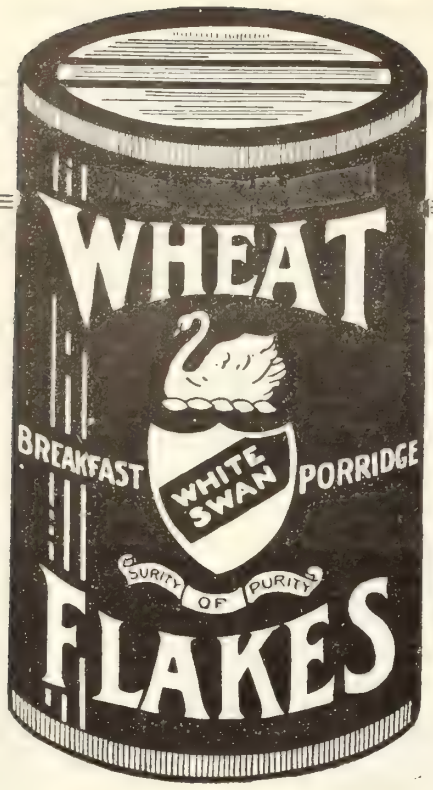
I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

Notwithstanding the price of green coffee has advanced over 100%, my price has only been advanced about 30%, so that I can still be served economically.

Please bring this to the attention of all your customers.

G Washington's REFINED Coffee

Went to War Home Again



White Swan Wheat Flakes

Nutritious Appetizing

Every lover of a wholesome breakfast food will become a "friendly" customer after you have sold her White Swan Wheat Flakes. Made, as they are, from the very finest wheat, and in a way that brings out all its flavor and nutriment, they cannot help but satisfy.

Suggest White Swan Wheat Flakes once and your customers will ask for them afterward by preference.

Try an order and prove this statement.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver

TEA

We have in store some fine quality

CEYLONS INDIANS JAPANS

Canadian stocks of fine teas are low at present and import quotations are higher than our selling prices.

The market for all *quality* teas is firm and much higher prices will prevail during the next few months.

Quotations and samples will go forward promptly upon receipt of enquiry.

KEARNEY BROS. LIMITED

TEA AND COFFEE IMPORTERS

ESTABLISHED 1874

33 ST. PETER ST. MONTREAL

PURITY FLOUR

(Government Standard)

is known to the householder in every part of Canada—in rural districts as well as in the cities and towns. They have read about it in the local papers, have seen it displayed on posters, and when they see it in your store it is just like meeting an old friend. They are sure to ask for it or try it out on your suggestion.

Let Purity be your leader, the flour that makes

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent to you.

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

"Excelsior,"

when applied to Brooms

represents the acme of broom production.

Made in Owen Sound since 1898.

"EXCELSIOR" friends are found from Coast to Coast.

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 86
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s $10.45
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

SIMCOE BRAND
PORK AND BEANS
(WITH TOMATO SAUCE)

You can order Simcoe Brand Pork and Beans in quantities without fear of having them left on your hands.

They are a staple article of diet in all homes. Rich in nutritive value and an excellent substitute for meat.

It will pay you well to stock, display and push this popular brand.

Ask your Jobber.

DOMINION CANNERS, LIMITED
HAMILTON -- CANADA

'Nobility' 'Peerless' 'Elgin'

Joyously received wherever they are introduced these three brands of delicious chocolates are everywhere earning big profits for merchants who cater to the particular trade.

A trial supply will convince you

Nobility Chocolates, Limited
St. Thomas, Ont.

Selling Agents
MACLURE & LANGLEY, LIMITED
TORONTO, MONTREAL, WINNIPEG

Short of Help? Too Bad!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.45; Consomme, $1.45; Green Peas, $1.45; Julienne, $1.45; Mutton Broth, $1.45; Ox Tail, $1.45; Pea, $1.45; Scotch Broth, $1.45; Chicken, $1.60: Mock Turtle, $1.45; Tomato, $1.45; Vermicelli Tomato, $1.45; Soups and Bouilli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.45; 1s, $1.95; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80: ½s. $2.80: 1s. $3.90.

Mincement (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (i nglass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95: 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c: 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN's MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00
Small size	5 75

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on b-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	$3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles.)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	12 00
No. 2, 12 tins	11 50
No. 8, 6 tins, 7½ lbs. each	20 25
No. 5, 2 tins, 37½ lb. each	30 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

Ludella

Notwithstanding the very high price to which Teas have climbed we are still selling our well known and popular Ludella at the same price to the consumer as in the past couple of years.

Price for price, quality for quality, this Tea is very much lower than other known brands.

Dealers who are handling Ludella are taking a good business and you can easily do the same by putting it before your customers.

Blue Label	**½s and 1s**	**-**	**50 retails 60**
Brown Label	**½s and 1s**	**-**	**57 " 70**
Green Label	**½s and 1s**	**-**	**66 " 80**
Red Label	**½s only**	**-**	**72 " 90**

Send us a Trial Order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Owing to the high freights prevailing

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DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Thirst Quenchers

may come and go but Marsh's delightful "Concord" Grape Juice wins more friends each day.

"Really delightful, exceedingly healthful."

Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar, and Creme de Menthe, are deliciously satisfying.

Do "you" profit from their big demand?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.....	3 10
Cleanser (Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.....	5 95

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90
SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in ctse, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
NUT MILK CHOCOLATE, Etc.	
Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz..	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz..	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.....	1 90

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX self-rising flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb self-rising flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent self-rising flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00

CALIFORNIA TOKAY GRAPES

Are now coming freely and quality fine.

Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.
Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

WHITCO BRAND

Solid Meat Oysters

You need oysters to do business, and they need to be RIGHT. Have you ever stopped to think how large a factor NORTHERN GROWN OYSTERS are to you if you use them EXCLUSIVELY, or would be if you do not? They are of good flavor, firm meated, and they STAND UP. It will pay you to arrange your season's supply with us, and use our quality oysters. You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP, if kept chilled, much longer than ordinary oysters. You can order them freely, and, with reasonable care, go through a season making BIG SALES and NO LOSSES.

May we have your oyster business?

White & Co., Limited
Wholesale Fish and Fruit Distributors
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BROOMS

Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom
We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg

Red Emperor Grapes

Packed in Sawdust in Drums
(About 33 lbs. net)

Our first car arrived last week. Quality best we have seen for some years. Keeping quality excellent. Don't be afraid to buy some to put away. Ask us for quotations on 25 to 100 drums.

Also

Grape Fruit, Lemons,
Sweet Potatoes, Onions
Canadian Chestnuts, Peanuts
Finnan Haddie and Oysters

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HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Sankey & Manson, 839 Beatty Street, Vancouver.

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We Invite Correspondence for Fall and Winter Supplies.

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Owen Sound, Ont.

Manufacturers!!!

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SOUTH AMERICA
SOUTH AFRICA

ARE CALLING FOR GOODS

Place your surplus output in our hands and we will find markets abroad for your products. **Write or wire.**

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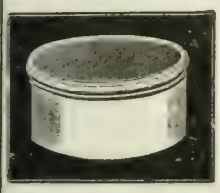


STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

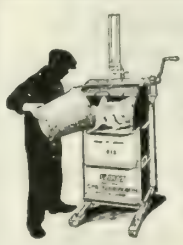
"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

ICINGS ADVANCE FIVE CENTS PER DOZ.

Owing to the stringency in the sugar supplies, there has been a marked advance in the price of icings this week. Dealers announce an increase in quotations of five cents per dozen, the present price being $1.45 per dozen packages. Supplies are reported not at all heavy among the dealers and the continued scarcity of sugar has rendered the situation acute, with a corresponding jump in values.



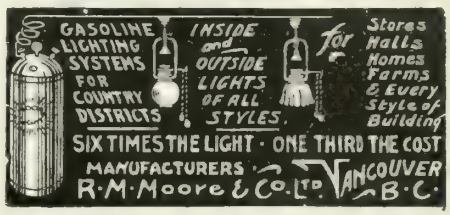
CLIMAX PAPER BALERS

ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue.
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd
VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—THREE OR FOUR SILENT SALESman cases, from four to twelve feet. Reply to E. B. Buell, Sharbot Lake, Ontario.

WANTED — A RELIABLE, EXPERIENCED grocery salesman. State salary and references. Box 35, Hespeler, Ont.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

AN EXPERIENCED TEA TRAVELLER WITH good connection in Maritime Provinces open for engagement. George Dishart, 136 Carmarthen St., St. John, N.B.

EXPERIENCED TRAVELLER WANTS POSItion. Best of references. Traveller, Canadian Grocer, 153 University Ave., Toronto, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENTS WANTED

JOBBERS WANTED TO HANDLE NEW STOVE polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

AGENCIES WANTED

A RESIDENT OF P.E.I. WANTS POSITION as travelling salesman for the Island. Box 748, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED A GOOD AGENCY FOR QUEBEC City and District, grocery, chocolates and candy. Box 746, Canadian Grocer, 143 University Ave., Toronto, Ont.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

WANTED
AGENCIES FOR
Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.
Area: Guiana and West Indies
A. H. ROBERTS
GEORGETOWN DEMERARA

When writing to advertisers kindly mention this paper.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you.
Those bad accounts are a sore spot — but we can help you.
Ours is a reliable agency. We can handle this thing for you in a thorough manner. **Try us.**

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

A Butcher is known by the sausage he sells

HOW much you sell, Mr. Butcher, depends on *what* you sell. Inferior products lose sales; one bad sausage sale means loss of trade and an uphill climb to regain confidence. Feature Davies Products—they're known and trusted. And this is a good time, now, when the mornings are cool, to display, prominently, on your provision counter Davies Pork Sausage. They're good all through.

DAVIES QUALITY PORK SAUSAGE

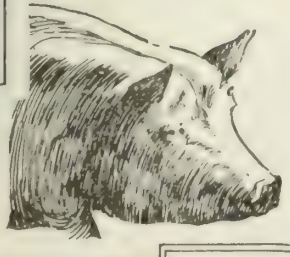
Are made from carefully selected pork cuttings—and made *right*.

Davies Pork Sausage taste mighty good these cool mornings. Serve piping hot for breakfast, and you'll say it's the best dish you ever sat down to.

Tell your trade about Davies Pork Sausage (and other products, too); they'll like them—and come back for more.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO -- MONTREAL



Your Fish Department

can be made an exceedingly profitable end of your business. Build it up with a line of dependable, profit-pulling sea foods that are guaranteed to please your customers.

Brunswick Brand

Sea Foods are packed from selected catches, fresh from the clear, cool depths.

Grocers everywhere find **Brunswick Brands** are splendid sellers.

Choose your needs from the following list of wholesome products:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS., LIMITED
BLACK'S HARBOR, N. B.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, OCTOBER 17, 1919 No. 42

DOMINION CRYSTAL SUGAR

THE sugar that is always uniform in quality and in granulation. The kind that makes jellies "Jell." The kind that adds richness of flavor to preserved fruits. Dissolving quickly, it releases its concentrated sweetness into such acid fruits as strawberries, raspberries, apples, grapes and currants.

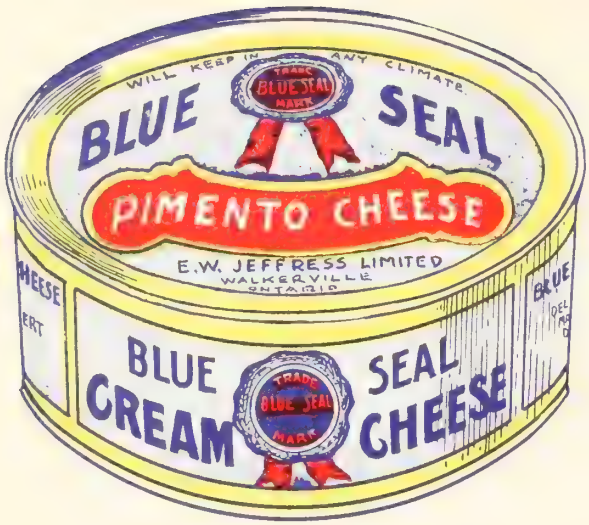
More and more people are asking for it, as our advertising makes its merit known to women. They find it gives unfailing satisfaction in preserving, in baking and for table use. That is why the grocers of Canada find it to their advantage to feature this brand.

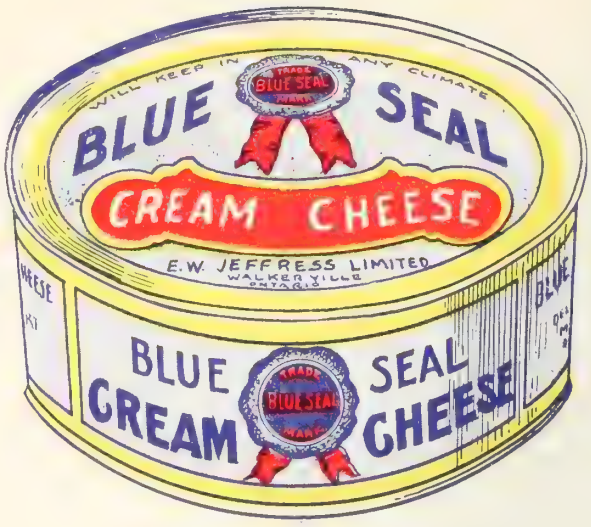
The

Dominion Sugar Co., Limited

HEAD OFFICE - CHATHAM

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.





Four More Blue Seal Products

To help you build a bigger business

Camembert Cheese is delicious in all cheese recipes, with macaroni and for potatoes au gratin. Upholds the Blue Seal reputation.

Antipasto is a brand new product made with Tuna fish, pickles and Truffle in Italian oil sauce. Delicious for salads.

Cream Cheese. Not the ordinary kind, but with a delicacy and flavor which is distinctive. Your customers will like it.

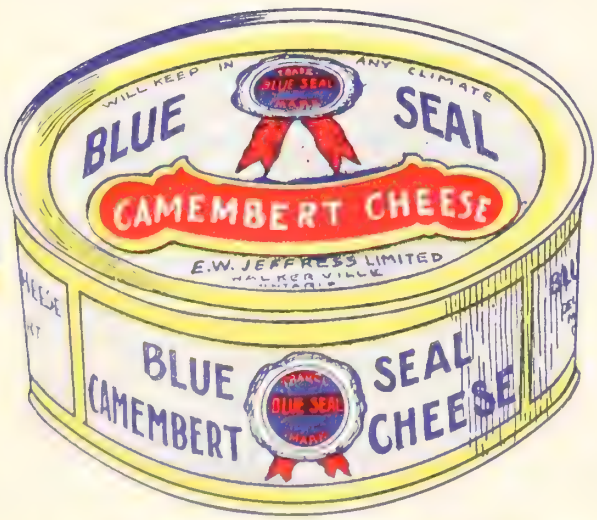
Pimento Cheese completes the Blue Seal cheese family. It has a distinctive flavor which caters to customers who want variety.

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto



CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

"It's a *pleasure* to feature *Borden's*"

say grocers who handle Borden Products. Their fame for quality, their convenience and popularity make them big sellers. It takes little effort on a salesman's part to sell Borden products. They sell themselves on their reputation. All you need to do is to feature your Borden Brands regularly. Give them prominent displays and ring up increased earnings.

You can handle BORDEN BRANDS of MILK with perfect confidence, knowing that every can in every case will sell and give satisfaction.

Get your share of the growing demand by identifying your store with these leaders of quality.

Borden Milk Company, Limited

MONTREAL VANCOUVER

CLARK'S
CANADIAN BOILED DINNER

The finest Beef and carefully selected vegetables, perfectly cooked.

In attractive packages, economical to the consumer and a ready seller.

SPAGHETTI
with TOMATO SAUCE and CHEESE

Corned Beef Hash
Beef Steak and Onions
Sliced Smoked Beef
Potted Meats, etc.

All
CLARK'S PREPARED FOODS
are "MADE IN CANADA" by "CANADIANS"

W. Clark, Limited **MONTREAL**

Clark's

Wethey's Mince Meats

have been on the market for 36 years and are more popular than ever.

Bulk Grades
Tubs and Pails

- Standard
- Extra Standard
- Ready to Use
- Home Made

Condensed Grade

Packaged Mince Meat
3 doz. cartons in case

Each a Leader in its own particular class.

Order from your jobber and specify Wethey's.

J. H. WETHEY, LIMITED

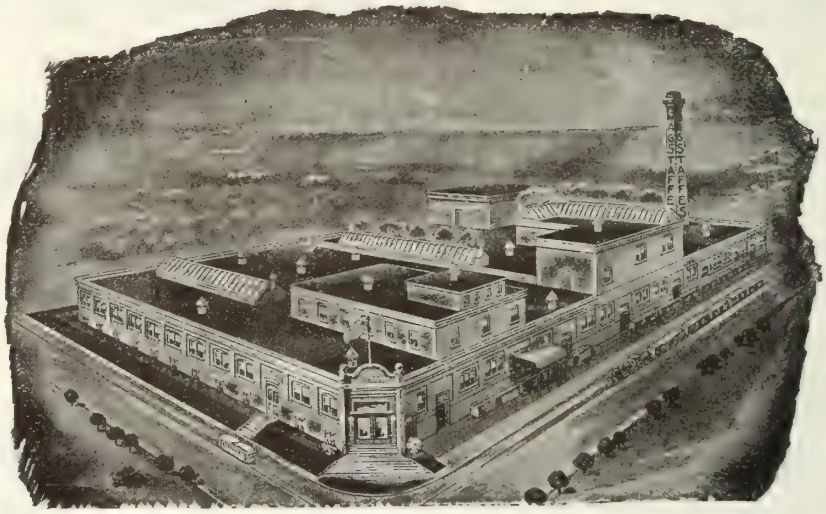
St. Catharines, Ontario

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

The Coffee Test—By Cups

THE above is a view of a corner of our coffee testing room in our Santos house. Here a sample of every coffee shipped from Santos is carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

This is one of the many important services rendered to our customers. Direct shipments to Canada can be arranged on through bills of lading. Let us start this direct service working for you.

J. Aron & Company, Inc.

COFFEE

Importers ***Exporters***

CHICAGO NEW YORK LONDON SANTOS NEW ORLEANS

Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here told by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:

X "Those Pesky Farmers Out West"

By Hopkins Moorhouse, Author of "Deep Furrows"

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

X "Fifty Years in the West"

By Professor W. T. Allison

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

"Further Discoveries of New Land"

By Vilhjalmur Stefansson

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

X "The Banshee Bell"

By Edith G. Bayne

A bright love story laid in the mountains of British Columbia.

Other Splendid Features of October MacLean's

X "The Turmoil at Ottawa"

By J. K. Munro

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the political opportunists. It plucks many tail feathers from our party leaders.

"Spanish Doubloons"

By Camilla Kenyon

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

"The Airy Prince"

By Arthur Beverley Baxter

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

"His Majesty's Well-Beloved"

By Baroness Orczy

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

"Ebb and Flow"

By C. W. Stephens

A strong business story laid in the province of Quebec.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

OCTOBER ISSUE *Now On Sale At All News Dealers* 20c

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

THINKING OF MINCE MEAT ?

Soon your jobber's salesman will be in to sell you mince meat. If you have handled Bowes Mince Meat before you will unhesitatingly select it again this season as your leading line. But, if you have never sold this well-known brand before, we would urge you to give it a trial. You will be surprised how much profit there is for you and satisfaction for your customers in this good product.

ORDER YOUR REQUIREMENTS FROM YOUR JOBBER.

Easy to Sell "WANTMORE" PEANUT BUTTER

The Finest Spread There Is For Bread

First—Because it is an extra delicious and extra nourishing peanut butter that appeals to both children and grown-ups.

Second—Your customers know of "Wantmore." We are telling them about it through a big consumer publicity campaign. One of these advertisements is reproduced at the side—sure money makers for you if you'll connect up by displaying "Wantmore" in your store.

Get a trial supply of "Wantmore" and prove its selling value.

Use cuts in your own local "Wantmore" advertising. We'll supply you with them free of charge.

Want More?
You Bet He Does!

You will never fill him up—but you can watch him growing daily in health and vigor when you give him plenty of

Wantmore
PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also "Wantmore" Salted Peanuts

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

R. L. FOWLER & COMPANY, LIMITED

CALGARY SASKATOON REGINA

1919 Season Pack
of
Canned Salmon Now Ready
Cover your requirements now

Our Reliable Brands

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

WALNUTS, BEANS, RICE
PEANUTS

DIRECT IMPORTERS FROM THE ORIENT

FUJITA & CO., LTD.

Head Office:
KOBE, JAPAN

VANCOUVER, B.C.

Branches: NATE, YOKOHAMA, TIENTSIN and TSINTOW

REPRESENTATIVES:

Quebec: C. B. Hart, Montreal. Ontario: Lind Brokerage Co., Toronto.

Western Ontario
Manitoba
Saskatchewan
Alberta

DONALD H. BAIN CO
WINNIPEG

Saskatoon
Edmonton
Vancouver
Regina
Calgary
London, Eng.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

HOPS

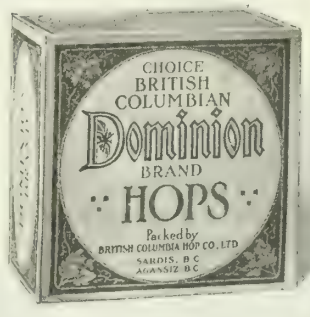
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office: 235 Pine Street San Francisco, California.



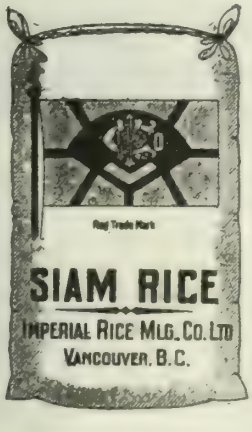
Largest Hop Growers in Canada

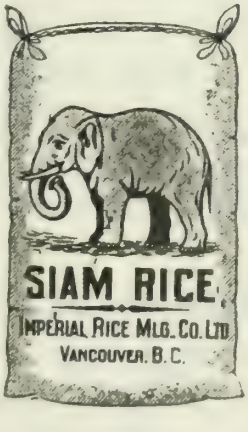
Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Y & S

STICK LICORICES

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS

I didn't realize what a delicacy a Pilchard was till I tried

"ALBATROSS PILCHARDS"

The Best Value Canned Fish on the Market.

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

J. L. Beckwith, Agent, Victoria, B.C.

YOU CERTAINLY PICKED A WINNER!

RED ARROW BRAND

ARE A PHENOMENAL SUCCESS

The National Biscuit & Confection Co., Ltd.

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

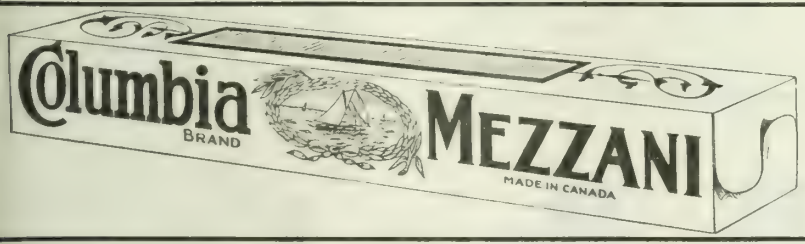
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.



MACARONI

The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk
Window Display Fixtures

A Wonderful Set of Patented Interchangeable Window Display Fixtures for displaying Dry Goods, Staple Wares, Hats and Waists, Furnishings. Set will give 15 Days' Good Service—Collection Book, packed in each outfit.

The Fixtures consist of wire rods and cross bars of various lengths that can be arranged with the Display Hooks into hundreds of standard designs. Can be set up in a few minutes.

Made of O.S. Coffee Golden, Antique or Weathered Finish. Set is put up in a Handsome and Large Flat Storage Chest. A good place to keep the extra Trims not in use. There are thousands of sets in use.

No. 102 Set has 222 Interchangeable Mounts For Large Store Windows, $41.25
No. 102½ Set has 122 Interchangeable Mounts For Small Store Windows, $20.35

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 3850 Fourth Street Cincinnati, Ohio, U. S. A.

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A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

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We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

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Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

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Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

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C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Mention this Paper When Writing to Advertisers

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GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

E. RICHARDS & CO.
We have offices in the heart of the City of London, and are open to represent you in the United Kingdom.
Write us, we can interest you.
11 Queen Victoria St., London, England

The Advertisers would like to know where you saw their advertisements—tell them.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
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Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Ask your wholesaler for Non-Alcoholic Liquors, or write
S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

See the Want Ad page in the back of this number---it will interest you.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG | S. H. MOORE & CO TORONTO | KING & SOUTHCOT VANCOUVER

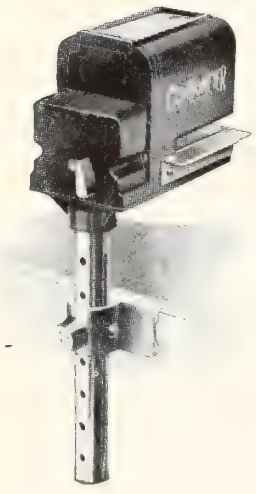
Order From Your Dealer At Once

Packed in Labelled Boxes *Printed Wraps*

Grown in the
Famous Okanagan Valley
of British Columbia

Every Merchant Selling Dry Goods Should Use The

CLOTHOMETER



Stops All Wastage
On Your Piece Goods

Accurately Computes Every Sale

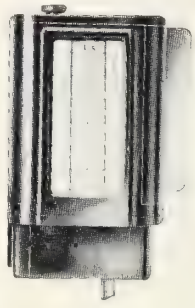
Saves Time and Money

COSTS 30% LESS

Than any other machine on the Market.

What Is Your Annual Loss from OVERMEASURE? Do your clerks measure your yard goods with thumb, nail and tack—giving "good measure" to every customer and making up at the end of every year the most serious store loss that stock-taking reveals? Stop this leak and protect your profits.

The CLOTHOMETER (accented like Speedometer) is an improved machine that measures material of any width or weight, from the heaviest woollens to the sheerest fabrics, and automatically computes the amount of the sale.



Extremely Simple to Operate

A turn of the operating lever binds the fabric between two rollers; the pulling of the fabric automatically registers the yardage in ⅛ yard units; another turn of the lever releases the rollers and automatically returns the indicator to its starting point. It can be equipped with cutting knife if so desired.

The Clothometer is small and compact (actual size 4" x 4¼" x 5½"), easily kept out of the salesclerks' way. Attaches to the counter by a three-foot rail. Can be raised or lowered at will on adjustable rod.

It does away with all loss from overmeasurement prevents errors in figuring sales checks—saves the time and increases the efficiency of your salesclerks—gives your customers confidence and increases the prestige of your store. IT WILL NOT MARK YOUR FABRICS.

Measuring Device and Computing Chart

Everything is plain to see and easy to read. Measures up to 12 yards in ⅛ yard units. Gives instant computation from 1 to 12 yards of cloth in the ⅛ yard units, at 48 different costs per yard. Your choice of 116 different price charts.

Write To-day for Descriptive Folder.

Free demonstrations given on request by our district representatives on your own counter and under your own conditions.

Sold Under A Three Year Guarantee.

Distributors for Canada

The Clothometer Sales Company Ltd.

44 PRINCESS ST. - - - WINNIPEG, CAN.

BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Trade Mark Registered

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—D. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and Northwest—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

Increasing the demand for Keen's

Try what this good looking counter display will do towards increasing your sales of Keen's Oxford Blue.

Every woman knows Keen's. A reminder like that shown here on your counter every day will pull big results.

And it's free for the asking.

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., Montreal

30 Church St., Toronto

(Canadian Agents)

Directing Your Attention To These Important Facts

If you are a manufacturer or a shipper and you seek a reliable grocery organization to handle your line in the West, we can give you excellent service.

Our Annual Purchasing Power is Twelve and a Half Millions

We are purchasing agents for MacDonald's Consolidated interests and furnish service on all grocery lines and fresh fruits.

Write now for further particulars to

The Consolidated Purchasing Company, Ltd.

313-319 Pacific Avenue, Winnipeg

E. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII. TORONTO, OCTOBER 17, 1919 No. 42

N.B. Merchants Convene at Moncton

Interesting Sessions in Which the Board of Commerce Comes in for Much Unfavorable Attention—Dominion President Urges "Get-Together" Spirit.

MONCTON, N.B.—The fifth annual convention of the New Brunswick Retail Merchants' Association, held this week in Moncton with a closing banquet in St. John, was regarded as being the most successful gathering of its kind yet conducted by the members. Included among those at the meetings were: J. A. Banfield, Winnipeg, Dominion president; E. M. Trowern, Ottawa, Dominion secretary, and W. M. Banfield, Toronto. Speeches of different members indicated much dissatisfaction with the work of the Dominion Board of Commerce which they said "would not be improved until competent commercial men were given representation in its dealings." A resolution was passed to this effect.

The delegates were welcomed by the retiring president, A. O. Skinner, of St. John, N.B.; his Worship, Mayor Price, of Moncton; H. S. Bell, president of the Moncton Board of Trade, and R. P. Dickson for the Moncton Branch of the R. M. A. Mr. Skinner referred to the high cost of living and to profiteering, and said that the Retail Merchants' Association should condemn this practice through the press.

Condemns Methods of Board of Commerce

J. A. Banfield gave a forceful address in which he complimented the New Brunswick branch upon its work. He emphasized the need of honest dealings. "Service is satisfaction," he said, "and if followed up will mean success. Don't knock. Don't try to cover up knowledge. The R.M.A. has no need to do that. It stands for honest weights and measure, no misrepresentation of goods bought and sold, no false advertising, and to help others." With its estimated one thousand members the association, working in the right channels, could do a vast amount of good for Canada. Mr. Banfield criticized the work of the Dominion Board of Commerce, stating that those probing the cost of living should be men with practical business experience. Business men as well as labor should be represented on Government commissions. He thought that Mr. O'Connor had no right to go on a "rambling commission," taking the position that at least two members of the board should sit at every hearing.

Mr.Trowern was heard to advantage in an address dealing with similar matters. Later, at the banquet in St. John, he said that the convention had been a distinct success and that the R. M. A. was merely on the threshold of its work. All retailers shou'd join it as it had proved of such a benefit to those who belonged. "Get to know one another better," he said, "and help educate the people in the proper channels. The association needs support and must get it from all its members."

He and the secretary of the provincial organization, Miss Frances P. Alward, of St. John, who was re-elected, were warmly complimented upon their good work in the interests of the R. M. A.

A committee was appointed to inquire into the matter of a fire insurance department simi'ar to that of the Saskatchewan branch.

A resolution was passed favoring Thanksgiving Day as a permanent day for the celebration of peace, and that it and Armistice Day be observed on Monday.

Ask Dominion Board Literature

The question of educating the public to the importance of the retail merchant in any community was urged in a resolution asking the Dominion Board to supply to the branches literature in the nature of bulletins to be placed in the parcels of customers, explaining this matter.

Parcel Post Methods Condemned

A condemnation of the parcels post system was voiced in another resolution passed, and also of the manner in which the Dominion Board of Commerce was conducting its enquiry into the cost of living. This resolution said the enquiry was not producing the results intended, and advocated that the board be placed under the direction of competent business men. A special committee was appointed to consider the matter of adding certain features to the credit reporting department with an idea of improving this end.

The Banquet

Prior to the banquet in St. John the executive held a brief meeting at which, among other matters discussed, were the early closing act and its application to rural communities. This was left to the incoming legislation committee to deal with. The banquet proved a splendid success, being enjoyable, entertaining, and educative. F. W. Daniel presided, and made a neat address in which he said that never in Canadian history was there a time in which the R. M. A. was meeting such conditions as existed today. There had been a great inspiration to all who had attended the convention because of the spirit prevailing and the manner in which the sessions in Moncton had been conducted. He wished the newly elected president all success, and said he had been glad that the association had been able to come to St. John to close its meeting.

His Worship Mayor Hayes addressed the gathering, expressing his pleasure at being present, and extending a hearty welcome. R. B. Emerson, president of the Board of Trade, was also heard in

OFFICERS OF N.B. RETAIL MERCHANTS' ASSOCIATION

Prsident—Percy L. Higgins, Moncton.

Vice-President—F. W. Daniel, St. John.

2nd Vice-President—W. G. Dewolfe, St. Stephen.

Treasurer—Allan A. McIntyre, St. John.

Provincial Auditor—H. W. Rising, St. John.

Provincial Secretary—Miss Alward.

The advisory committee appointed by the Association for the coming year consists of Wm. Hawker, P. M. Rising, J. H. Vaughan, T. F. Drummie, G. M. Ross, T. A. Armour, A. N. McLean, A. E. Everett, C. H. Burtt, J. J. Weddall, R. P. Dickson, G. E. Ford, T. P. Price, Robert Strain, James Staples, H. E. Buck, L. W. Smith, A. E. McSweeney, S. E. Fisher, A. Skeene, J. P. McBay, W. Jennings, J. T. Carr, F. S. Creed, A. Archibald, and R. G. Innis.

an address of welcome, and promised the association any aid which the body he represented could give to its work.

57 Questions to Present to Legislature

In reply to the toast of the visitors, J. A. Banfield was heard in an able speech. He said that the R. M. A. was a body which would care for the trials and tribulations of retail merchants and lay them before the powers at Ottawa. There were fifty-seven subjects for settlement affecting the R. M. A. to be taken up at Ottawa. The question seemed to be whether the retailer was to be allowed to run his business or to be told by outsiders what he must do to run it. "Never mind your prices—we'll regulate them"—this was the cry being given to retailers in Canada, and their response should be: "Here are my keys; you run my business, but I'll hold you responsible."

The Question of Sugar

Referring to the question of sugar, Mr. Banfield read a letter which he and Mr. Trowern had sent in protest, saying that the retail merchants thought they were not receiving proper consideration. The refiner was allowed 40 cents, the wholesaler five per cent., but the retailer was given one cent. Then came the Kavanaugh case, where a respectable retail dealer was prosecuted. "Someone had to be made the goat, and I suppose this firm was elected," said Mr. Banfield. Touching on the milk situation, he said that despite the action of the Board of Commerce it was still being sold at 15 cents.

The retail merchant danced to the tune played by the manufacturer, the speaker said; the latter to raw material, and all danced to labor. This was an unhealthy condition of affairs. The people were the hardest task-masters to meet, but they were the ones the merchant had to deal with. Thanks to the fact that the R. M. A. had been organized, he said the small dealer had been protected at the recent Industrial Conference in Ottawa, as their organization helped materially to stop the adoption of the eight-hour day. Mr. Banfield concluded with references to Canada's financial standing, saying that the last estimate showed the Dominion to possess $2,375 in natural wealth for every man, woman and child, the richest country in the world in regard to per capita wealth. He recited from Chapman's poem: "Where Does the West Begin?" in closing what was a fine address and which made a telling impression upon the gathering.

A pleasing programme of entertainment numbers was given, in which W. H. Banfield of Toronto, was heard in several humorous and instructive selections, and other contributors were given by Mr. Guy, Mr. Cochrane, Mr. Smith and Mr. Carson. They were given a vote of thanks at the close of the dinner, which afforded much pleasure to a gathering of about one hundred members.

Decontrol of Sugar Will Affect Next Year's Prices

Decontrol Means World Competition for Cuban Raw Sugar, Which Has Already Advanced Some Purchases From $5.50 to $6.50

THE strong prospect of a free market for sugar in 1920 is an interesting illustration of the drift of economic conditions toward normal. The agitation over the high cost of living will naturally have been an element in suggesting a continuance of Government control. In fact, were the question of sugar prices exclusively within the power of one country to regulate, it is a fairly safe prediction that price control would have continued.

But there were three parties to the question of the price of the 1920 Cuban sugar crop. In the first place there is the Cuban producer and his Government; in the second place the American consumer and his Government, and thirdly there is the European buyer. And it has been the European buyer who has created a condition making continuation of price control practically impossible. For some weeks British buyers have been purchasing large stock of 1920 Cuban sugars and at prices which pretty consistently ignored the 5.50 cents per pound price level which has prevailed this year under the Sugar Equalization Board. In fact, it is reliably stated that one of the largest Cuban producers has already sold one-third of its 1920 crop at an average price of 1 cent per pound above the 1919 fixed price. And current prices in Cuba have naturally gone even above this level. Early crop sugars are even now being offered at 7 to 7¼ cents.

England Accustomed to High Prices

England, in 1919, has become accustomed to an 18 cent per pound retail price for sugar.

The American consumer in 1920 will hardly be called upon to endure this hardship, but he will doubtless have to pay substantially more than 11 or 12 cents and will also in all probability witness considerable and possibly sharp fluctuations in the price of granulated.

The cane sugar refiners have for two years operated under price control. There have been severe handicaps, and at times a good deal of red tape in Government price fixation. But the policy of non-fluctuating prices for raws and refined has completely lifted from the shoulders of refiners the speculative risk inevitable in buying raws in a free price market. In 1920 the element of speculation in raws will reappear, and this will be com-

Responsible for Loss Through Non-Fulfilment of Contract

Montreal Firm Must Pay for Loss to Shipping Company in Goods Refused—Judge Holds That Bill of Lading is Evidence of Final Agreement.

HENRI Lariviere & Co., were condemned by judgment of Mr. Justice Weir in the Superior Court at Montreal recently, to pay $1,075.41 and all costs in an action in which they were sued for the capital sum named by the Canadian Cereal and Flour Mills Company, Limited, being the difference obtained from the resale on July 16, 1917, of 460 bags of guaranteed ninety per cent. winter wheat flour, first sold on May 19, 1917, to defendants, but refused by them when delivery was offered. Hence the necessity for plaintiffs to resell and the loss was sustained owing to a fall in the market price of flour.

Defendants pleaded that the flour was not shipped to the point desired.

Mr. Justice Weir said it was established by the proof that if defendants had accepted the draft and got possession of the bill of lading according to the terms of their contract with plaintiff, and as they were requested to do by the advice note of the railway company, they would have been able to obtain the delivery of the flour at the place indicated therein. Having refused to honor the draft in question, and to take up the bill of lading, they were responsible for the non-arrival of the car in question at the Ontario street siding—the destination indicated in the bill of lading as desired by them. Not having done so, the judge said it was the defendants who were in default to pay the price and take delivery of the title to the flour, which was a condition precedent to the physical delivery thereof.

Bill of Lading Evidence of Agreement

"It may be stated as a general rule," concluded Mr. Justice Weir, "applicable to bills of lading that, as a contract expressing the terms and conditions upon which the property is to be transported, a bill of lading is to be regarded as the sole evidence of the final agreement, in which are merged all prior and contemporaneous agreements of the parties.

"The refusal of defendants to take up the bill of lading and give instructions to the railway company for the delivery of the flour at the Ontario street siding appears to have been influenced by the fact that between the date of purchase of the flour and its arrival in Montreal the market price for flour had fallen considerably, and the reasons pleaded are merely subterfuges."

The court dismissed defendants' plea and condemned them to pay to plaintiff $1,075.41, with interest and costs.

plicated by the fact that Cuban sugars are no longer an American buyer's natural monopoly, but are subject to European demand up to a probable total of 1,500,000 tons, or say one-third of a possible 4,500,000-ton crop next year.

Sugar stocks as a class have been strongly in the speculative forefront since the probability of free prices in 1920 became apparent. The argument that unfettered prices mean larger profits to Cuban raw sugar producers is probably sound.

With the refiners, however, the 1920 experience may easily be different, especially if prices are unduly inflated early in the next crop year.

It is rumored that one American refinery intends to acquire a large Cuban sugar producer. Such a step would be a very important change in policy for the country's largest refiner.

If the company did decide to go into Cuban raws, it will not be with any idea of producing the sugar it refines. Such an investment would be far too enormous even were companies producing this amount of raw sugar susceptible of purchase. But with world conditions in sugar as they are, it may be the part of wisdom for the refinery to own a small part of its raw supplies. Such an ownership would at least give it an influence or protection on Cuban price competition.

Scarcity of Potatoes is Not Likely

Shipments of New Brunswick and Quebec Potatoes to This Market Have Been Heavy—Ontario Production Comparatively Light

PRICES of potatoes are easier this week again, and the supplies seem to be fairly ample. Ontario potatoes are quoted at $1.90 per bag, and the Quebecs at the same figure. New Brunswick potatoes have not been arriving as freely in the past week as they were a while ago. Present indications do not point to any scarcity of potatoes, Toronto dealers told CANADIAN GROCER. Shipments from the Eastern provinces have been fairly heavy. According to the latest report of the Dominion Bureau of Statistics showing the condition of potatoes in the various provinces, New Brunswick has more than an average crop, but a blight in the early part of September, caused by wet weather, has done a lot of damage to the crop in the St. John River section. Quebec and Nova Scotia are average, but Ontario shows the poorest report of the Dominion. The crop in Ontario is a very light one. Decreases are shown in nearly every district, and so far as early potatoes are concerned, the crop has been practically a failure. Estimates of the Provincial Department of Agriculture place the acreage at 154,820 acres, as compared with 166,203 acres in 1918, so that the actual production in the province promises to be curtailed both by a smaller acreage and a lower yield per acre.

B.C. Potatoes in Demand

In British Columbia conditions look very favorable, but in some districts the yield is below average. Growers in that province are somewhat inclined to look for higher prices than are at present prevailing and higher than most of the buyers and dealers think are likely to be reached. There is a very heavy demand for British Columbia potatoes, not only for the domestic markets, but for export as well. The United States takes heavy consignments of B.C. potatoes every year.

No Shortage Expected

Dealers do not look for any shortage of potatoes as far as the Toronto market is concerned, nor in the province generally. Receipts of potatoes have been fairly heavy, and unless a big demand springs up from American buyers there should be no shortage here, and prices should be easy. It is possible, however, that Western potatoes will not come on this market in as large quantities as heretofore, because of the high freight rates that are prevailing, and which would render the cost of the potatoes to the consumer higher than the prices for Ontario and Eastern potatoes.

In the Leamington district of Ontario the production of onions is only 50 per cent. of last year, or even less, and the same is true of almost every district in the province. The crop is reported as being very good in British Columbia. Ontario onions are selling to the trade at from $4.50 to $5 per cwt.

U. S. MEASURE TO CONTINUE SUGAR CONTROL

Legislation under which the Government would resume and retain throughout 1920 complete control of the sugar business of the country to meet the existing shortage and insure the best possible distribution was introduced in the Senate recently by Senator McNary.

The measure authorizes the President to vote the Government's stock in the United States Equalization Board, a Delaware corporation that was formed for the purpose of wartime control of sugar so as to perpetuate the policies of wartime control. The board is given all the powers heretofore exercised by the Food Administration regarding sugar.

A system of licensing dealers in sugar is authorized, with penalties of $5,000 fine, two years' imprisonment, or both, for violation of regulations that may be prepared. These regulations will aim to insure fair prices and distribution and to prevent speculation and discrimination. The powers include right of the President to forbid exports of sugar and to forbid or fix the terms of import.

SUGAR DEMANDS GREATER THAN EVER

There is an apparent increase in the demand for refined sugar from the Canadian trade. This is due to several causes, and among them it is apparent that the gradual sentiment in favor of prohibition has stimulated an increased demand for confectionery. As instancing the change, one of the largest refiners in Eastern Canada stated this week to CANADIAN GROCER that one candy manufacturer from a Western Canada city had intimated a few days ago that he was short twenty carloads on delivery of his product. This is but one evidence of the increased call for sugars. This refiner stated that the demand for their sugars was greater than in all their previous history.

Another additional demand upon sugar supplies is found in a largely increased demand for soft drinks, and which are increasing greatly in popularity. The large quantities of sugar used in their manufacture has called for increased output to meet these requirements.

RECORD PRODUCTION OF CALIFORNIA WALNUTS

"Barring only the remote possibility of a very severe heat wave, California will again this year surpass all previous walnut production records, with a crop estimated at 46,000,000 pounds, as against 39,000,000 in 1918, and 32,000,000 in 1917."

That is the optimistic announcement made by the California Walnut Growers' Association in a recent report distributed among its customers. "The big crop is due primarily to two factors," the report adds. "First, better, more intelligent and more thorough cultural methods on the part of growers; second, the ever-increasing acreage coming into bearing. There are now 77,000 acres of walnuts in California.

"The walnut trees were fully a month later than usual in putting on their foliage and setting the crop, but the development of the nuts is now not over ten days later than normal. Because of this short growing season the nuts did not have time to develop as large average sizes as last year, consequently the crop will show about 17 per cent. No. 2s, and the No. 1s will not be so large as in 1918."

It is further added that practically the entire increase will be on the Budded variety. This variety has been becoming steadily more popular, and the association predicts that some day there will be ten pounds of Buds produced to one pounds of Soft Shells. No estimate is made of the price at which the nuts will sell to dealers. The report states, however, that owing to increased cost of production the price will in all likelihood be higher than that of last year.

The Dominion Food Products, Limited, is a new firm establishing at Guelph, Ont. The president is C. R. Evans, of Hagersville, Ont. Others interested are Mayor Carter, of Guelph; Norman A. D. Wise, and W. D. Leith.

Good Apple Prospects for Canada

Nova Scotia and British Columbia Will Have a Record Yield, With the Quality of Fruit Generally Fair—Some Sections of Ontario and Quebec Have Fair Yield, But Crop in Most Instances Has Been Seriously Cut by Pests

DURING the past month there has been a marked improvement in prospects both in the Annapolis Valley of Nova Scotia and in the Okanagan Valley of British Columbia. The latter district will produce a record crop, and the yield in Nova Scotia will about equal the record crop of 1911. So far as quality is concerned, conditions in Nova Scotia are none too good, apple scab being quite prevalent throughout the valley. The percentage of low grade fruit that will be marketed, has, however, been appreciably lessened by heavy purchases for evaporating purposes.

No material change has taken place in Ontario during the past month. Frequent rains have been of great benefit in sizing up the fruit, and in all districts apples are reported to be coloring well. Apple scab, codling moth and "side worm" have affected the quality of the fruit in many districts, and grades are running largely to domestic and No. 3.

The Situation in Western Ontario

There has been slight improvement in conditions throughout Western Ontario during the past month, and prospects are by no means favorable. Heavy winds reduced the yield to some extent in the Lake Erie section, where there is now reported to be 25 per cent. of an average crop. The fruit is generally clean so far as scab is concerned, but considerable injury has been done by codling worm. Oxford, Lambton, Wellington and Waterloo counties have about a medium crop. The bulk of the crop in Lambton county is in the northern section. Baldwin spot is reported serious at Arkona. There are some good orchards near St. George, and a number of orchards in the Ingersoll district, which give particularly good promise. Baldwins and Spys are the leading varieties. The result of careful spraying are very much in evidence, and where this attention has not been given the fruit is of exceedingly poor quality; sprayed orchards on the other hand are turning out well. Quite favorable reports have been received from Guelph. The crop in Middlesex county is generally light, although some orchards have a fair crop of Spys and Greening. There are not, however, sufficient apples in this county to supply local requirements. Reports from Port Elgin state that there is scarcely any fruit in uncared for orchards; thoroughly sprayed orchards have a fair supply of Spy, Tolman Sweet, Colvert and Snow. At Delhi (Norfolk), Spys are a medium crop, and other varieties 10 per cent. At Burlington and Georgetown (Halton) there appears to have been some improvement over earlier estimates as regards quality. The fruit has colored splendidly and recent rains have helped to develop size. The fruit is generally clean, and the crop is 25 per cent. of average. Spys and Baldwins are leading at Burlington; at Georgetown, Spys will constitute about 90 per cent. of the total production.

In the Georgian Bay district an increase of 25 per cent. over 1918 is predicted. Spys are the leading variety both as to quantity and quality, and will produce 40 per cent. of the output from this district. The fruit is growing and coloring well.

Eastern Ontario Prospects

In the district east of Toronto the fruit is maturing about two weeks earlier than usual and is running largely to the lower grades. There are comparatively few clean orchards and a considerable percentage of small fruit on account of the weakened vitality of trees, due to winter injury. The following is a summary of many reports received during the past few days:

In the Trenton section the production will about equal that of 1918, the bulk of clean, well sized fruit being in sprayed orchards. Spys are the principal variety and are of fair quality. Color is generally good. Most of the pack will be graded No. 3 and Domestic, and not more than 25 per cent. Nos. 1 and 2. Ben Davis are particularly poor quality. Stark and Greening have a medium crop in some orchards.

In Prince Edward County heavy rains have caused much dropping, and much of the fruit is being packed No. 3 because of scab. There seems, however, to have been some improvement in the general prospects during the past four weeks. In the St. Lawrence Valley the McIntosh and Fameuse are nearly all picked and in storage ready for packing. Apple scab has developed to some extent on these two varieties, and it is estimated that there is not more than 10 per cent. of No. 1 fruit.

The Situation in Nova Scotia

The estimates of the apple crop in the Annapolis Valley have varied greatly, and it is difficult to arrive at even an approximate figure. It is probable that, after allowing for local consumption, and for fruit used by canning factories, evaporators and cider mills there will probably be a surplus available for shipment out of the province of approximately 1,500,000 barrels. Gravensteins are badly spotted, and few orchards will grade better than 20 per cent. No. 1 for this variety; Ben Davis are also spotted. Ribston, King, Russet, Baldwin and Nonpareil all are a heavy crop, while Stark, Blenheim and Gravensteins are much lighter. The heavy purchase of the lower grades for evaporator purposes has been of the greatest help in raising the standard of the packed fruit and in relieving the threatened scarcity of barrels. The fruit is coloring well, and with the exceptions above noted is of fair quality.

Other Maritime Province Prospects

In Prince Edward Island, Wealthy, Gravenstein and Ribston are now being packed and are a larger crop than was expected on account of size development. Winter varieties also promise to be above average.

In New Brunswick, Greening, Bishop Pippin and Dudley are a medium to good crop; McIntosh, Spy and Ribston, medium; Fameuse, light. The larger portion of this year's crop was in the earlier varieties.

Conditions in Quebec

From Quebec Province the following reports are received: In the St. Hilaire-Rougemont district there is about a medium crop on trees that have withstood the winter of 1917-18, and the quality is good in the few orchards. Heavy winds on September 22 to 24 removed quite a lot of apples from the trees. The extent of the winter injury in this district is very great, and many trees are still in a dying condition. There has also been some dropping at Abbotsford, due to frequent windstorms. Scab has developed to some extent on Fameuse and McIntosh, and there is also some injury by railroad worm, but neither of these blemishes is apparent in properly sprayed orchards. The fruit has colored well and is of fair quality. At Hemmingford, apple scab and railroad worm are very serious, and comparatively few orchards have any clean fruit; the bulk of the crop is packing No. 3 and Domestic.

B. C. to Have Record Year

In the British Columbia fruit belt.—Early estimates for the Okanagan Valley have been fully maintained, and may ultimately prove to be too low. Early shipments show an increase of almost 50 per cent. over those of last year. Winter varieties will not show as large an increase; Jonathan and McIntosh are about 30 per cent. better than last year. McIntosh were all harvested by the end of September, and the movement of Jonathans just commencing. A severe windstorm on September 18 and 19 caused about 5 per cent. of loss throughout the valley, Wealthy and McIntosh suffering particularly.

It seems certain that the Okanagan Valley will produce the largest apple crop in its history. The serious shortage of water earlier in the season was relieved at the critical moment by rains, which saved the situation. At the present time general conditions are all that could be desired. The fruit is practically free from scab and of good size and color generally.

In the Kootenay Valley the apple crop

is not quite as large as early estimates, but still promises to exceed that of last year by 20 per cent. In some sections certain varieties are under size, but on the average the quality will equal that of last year. The fruit is coloring well. A very severe hailstorm struck the Nakusp district on September 4, affecting practically the entire crop. Considerable increase is reported from the Grand Forks district, the estimate of 50,000 boxes at the end of August being now placed at 80,000.

PRICE MAINTENANCE QUESTION STILL IN COURT

When Colgate & Company won its decision from the Supreme Court of the United States and established the legality of what has since come to be known as the "Colgate Plan" for meeting price cutting, it was thought by many interested manufacturers that the matter had been settled and that the means were at hand for preventing the cut-rate dealer from pursuing his course without resort to special legislation to meet the trade evil.

Even this decision left a loop-hole, since the "Colgate Plan" merely provided that the manufacturer should refuse to sell to dealers who did not maintain the manufacturer's list price. It did not meet the possibility that a dealer who, though in his own retail trade maintaining the manufacturer's price might sell to another who would resort to price cutting.

In its sales policy the Beech-Nut Packing Company has made this extension of the "Colgate Plan" and is now hauled into court because of it. What is perhaps more important to all manufacturers is that the entire principle of the "Colgate Plan" is challenged, despite the fact that it has been sustained by the Supreme Court. The present action lies against the Beech-Nut Packing Company for violation of a law other than that on which Colgate & Company won their decision. It is now the Federal Trade Commission that declares that the Federal Trade Commission Act, rather than the Sherman Law, is violated and it has issued an order requiring the Beech-Nut Packing Company to desist from its practice of refusing to sell to the price cutters.

From this order the Beech-Nut Company has appealed, and the case will be argued before the United States Circuit Court of Appeals sitting in New York in October, Hon. Charles Evans Hughes appearing for the packing company as he did previously for Colgate & Company.

FRENCH WEST INDIAN VANILLA

The entire vanilla crop of the French West Indies, totalling 45,000 pounds, has been shipped to America, it is stated, with the exception of one lot of 000 pounds, which has been prepared after the Mexican style. The preparer states it is difficult for the eye to detect in what respects his vanilla differs from the Mexican, and that he recently sold some of it at $3.50 per pound to a wholesale house in New York City. His claim is that Guadeloupe vanilla was grown from imported Mexican vanilla vines, that climatic conditions here do not differ much from those of Mexico, and that his preparation, being Mexican, certainly should sell at Mexican prices. It will take time, however, to establish such a market.

The prospects for a good vanilla crop for 1919 are excellent, with promise of 50 per cent. more than in 1918.

Easier Prices for December Delivery

Shelled Spanish Peanuts Are Being Sold for Delivery in December at 19 Cents Per Pound—Market in Nuts, However, is Generally Strong

THERE continues very strong prices on all nuts, although some dealers are quoting lower levels on shelled nuts for delivery in December and early in the New Year. Present quotations on spot are very strong and are at the highest figures ever known. Spanish peanuts are selling at 25 cents per pound, and walnuts at from 88 to 90 cents. Almonds are selling at from 62 to 65 cents. Some dealers are quoting Spanish peanuts for delivery in December at 19 cents per pound, and also taking orders for delivery early in the New Year on Manchurian walnuts at 65 cents per pound. Receipts of French walnuts are not likely to be heavy as prices quoted in France are so high as to make the buying of them almost prohibitive. A dollar per pound is being asked for Bordeaux walnuts in France, which would render the price of the same on this market the highest on record, and at such a figure as to make them practically unsaleable.

There is such a demand for almonds, and from so many markets, that easier prices on them are not at all likely. New almonds should be available for this market about the middle of next month. A very strong market is also looked for in new filberts. Just now they are selling to the trade at from 50 to 55 cents per pound.

THE UNITED STATES APPLE CROP

The United States Bureau of Crop Estimates has published figures on the apple crop in the United States for the coming season, comparing it with last year's production. The figures are as follows: The box apple crop promises to be 30,675,000 boxes, as compared with 21,309,000 boxes in 1918, or an increase of 44 per cent. in the box apple crop. The barrel apple crop, on the other hand, promises to be 12,850,000 barrels, as compared with 17,657,000 barrels in 1918, or 73 per cent. of last year's barrel apple crop

JAPANESE MERCHANTS DISCUSS ORIENTAL EXHIBITION

At a meeting of representatives of Japanese retailers and wholesalers held recently in Vancouver, the proposed Oriental Exhibition was thoroughly discussed, and it was decided in view of the short time which would be at their disposal if the fair was held this fall, that it would be better to stage the exhibition next July or August.

BRITISH FRUIT BUYERS COMING

A. Aldridge, representing the interests of McGeorge & Jardine, fruit importers, Temple Court, Liverpool, England, will be in Vancouver soon. C. Simons, of Garcia Jacobs & Co., Ltd., London, Liverpool and Glasgow, should reach Vernon some time this month. Mr. Simons is now visiting California, Oregon and Washington, in the interests of his firm. Mr. Wilshen, another representative of a large London house, will visit British Columbia in the near future.

U.S. SUGAR EQUALIZATION BOARD URGES PREFERENCE FOR ESSENTIAL INDUSTRIES

The U. S. Sugar Equalization Board is advocating a return to the allotment system in operation in the United States last year. The following suggestion was recently made public by the Board:

"In view of the present abnormal demand for sugar and the inability to keep pace with it, also considering the limited supply, it is the opinion of the Board that a committee on distribution should be organized, not only to stop duplication of orders, but to give such preferences as were suggested by the Food Administration somewhat on the order of the A-B-C-D-E class arrangement."

"Confectioners and candy manufacturers, for instance, ought to be cut down to 50 per cent. of their last year's requirements, bakers to 70 per cent., and other less essentials regulated accordingly, while preference should be given to manufacturers of medicines, fruit preservers, condensed milk companies, etc. Our observation has been that candy manufacturers have not only had their normal supply of sugar, but in many cases have anticipated their wants and been able to acquire sugar ahead at the expense of more essential industries."

SERIOUS FIRE IN TOBACCO FACTORY

Damage ranging between $15,000 and $20,000 was caused by fire October 7th in the Lemesurier tobacco factory, on St. Valier street, Quebec city. The fire was discovered in the mailing room, which is on the fourth floor, where all the leaf tobacco is stored.

Merchant and Farmer are Teammates

How the Merchant Can Help the Farmer, and the Farmer the Merchant, and Both Aid in Building Up the Community in Which They Live—Some Interesting Viewpoints on a Very Vital Question

An address by Fred C. Middleton of the Social Service Council of Manitoba, delivered at the recent R. M. A. Convention at Brandon, Man.

FRED C. MIDDLETON, secretary of the Community Organization Department of the Social Service Council of Manitoba, dealing with the important and interesting question, "Merchant and Farmer—Community Team Mates," said:

Hopkins Moorehouse, in his very interesting book, "Deep Furrows," faces the question as to whether continued co-operation among farmers in the buying of household and farm supplies does not mean that the country retailer will be forced out of business. He maintains that such a result would be disastrous. "The country retailer," he says, "is pulling on the other end of the whiffletree with the farmer for community progress. Each is necessary to the other, and it is a vital matter if the co-operation of the farmer is going to kill off a teammate."

Team-mates! How true that is. Yet how little of team-work is actually done in most rural communities by merchant and farmer; how much of misunderstanding, suspicion and ill-will there seems to be, and what serious results are following such lack of team-work! The depopulation of the towns and villages in Manitoba has been going on for at least ten years—and that in spite of the fact that the area of land under cultivation and the number of resident farmers have increased. And, of course, the cities have increased their population, until to-day in an admittedly rural country we have 56 per cent. of our people living in four cities. The attractiveness of the social life of the rural centres suffers accordingly.

But what connection is there between depleted towns and villages and lack of co-operation between these community teammates, the merchant and farmer? A very intimate connection. The people move into the cities not only because of the attraction of the "bright lights," but because they get employment there. Now, it is evident that the city should be the transportation junction, the manufacturing centre, and the wholesale distributing point for the country, but it is not at all necessary that so much of the retail business of the country should be done in the city as is being done. It is the fact that so much of the retail business of the local community is done through city retailers that is forcing population out of the country town. Figures for the fiscal year ending March, 1917, show that in ten towns in Manitoba, none of which have a population of over 300, no less than $400,000 of business was done through the money order department of the Post Office. If we add a similar amount for the orders sent through banks and express companies we have the surprising total of almost one million dollars' worth of the retail business of the community transacted in the city instead of through the local merchant, an average of $100,000 per year for each little town. What a boost it would give the population of these towns if that million dollars of business were done at home, and what an impetus it would give to the place as a social centre!

Well, who is to blame for this state of affairs? Why does not more community business flow through community channels? The merchant is partly to blame. First, his business methods are often out of date and inefficient, especially in the matter of buying, bookkeeping, advertising, and displaying of goods. A recent survey conducted by a member of the University Extension Department revealed the fact that out of 591 merchants passed in review, no less than 80 per cent. were judged inefficient. Such merchants cannot expect "home loyalty" to overlook inefficiency. Second, the merchants, again, have not yet learned to co-operate with each other, and hence it is small wonder that they do not co-operate with the farmer. It is true that co-operative buying has been started on a small scale by some Manitoba merchants, but in too many places it is still the rule for three local merchants to each get in one-third of a carload of goods by local freight, instead of clubbing together and securing the advantage of carload lots. More co-operative buying must be done, too, by the wholesalers who supply these retailers. The mail order house buys the whole product of a factory—why should not two or three jobbers co-operate and do the same? If they did it would allow their retailers to compete with the mail order house in price. A third fault of some merchants is their unwillingness to meet the farmer half-way. Carl ad lots of apples, twine, salt, sugar, etc., could often be handled through the local merchant if he was willing to unbend a little. Many farmers will agree with H. W. Wood, president of the United Farmers of Alberta, in the following statement: "The local merchant gives us a local distribution service, a service which has to be given. . . If he will co-operate with us to put his business on a legitimate basis we are willing to quit trying to do business ourselves, for we want to farm, not to go into business."

But of these two team-mates for community progress, the merchant is not the only one to blame—the farmer also stands condemned at least on three counts. First, he is still very much of an individualist and is not yet willing to fully co-operate with his fellow-farmers. A case in point was the attempt made last fall to control the wages of harvest help. A maximum of $5 per day was agreed upon—but how did it work? Well, it did not work at all. What was the trouble, the outrageous demand of the harvesters? No, the failure of the farmers to stand together. I personally secured two men for a farmer friend and sent them out to Neepawa, engaged at $5 per day, but they never reached there. Why? Well, at some place along the line a farmer met that train and something like the following dialogue occurred between him and the Galicians I had sent out: "Where you go?" "I go Neepawa." "How much you get?" "Five dollars a day." "I give you five-fifty." "All right, mister, I work for you." Small wonder that such a farmer fails to co-operate with his local merchant; for mark you, it was the farmer, not the Galician who was to blame for that rise in wages. Second, the farmer is not fair, either, in the comparison he makes between local prices and those he receives through carload or mail order shipments. He wants to buy a dollar's worth of goods at carload prices and fails too often to add to mail order prices the cost of stamp, money order and freight. In the third place the farmer stands condemned because he often uses the merchant as a convenience for rush orders and fall credit, and sends out his cash to the city retailer.

So, partly because the merchant is to blame and partly because the farmer is to blame, community business fail to flow through community channels. As a result stores close up, people move out, and social life stagnates. No wonder under such conditions young people press into the cities. Can conditions be improved? Can the gulf be bridged between these two essential factors in rural life? I believe they can.

In the first place, the merchants must measure up to the demand for efficiency and service; more of them must take advantage of the salesmanship and other courses being provided by their own association and the university; they must stop "knocking" the mail order houses and copy their efficient methods; they must buy co-operatively and see that their jobbers buy co-operatively. If it is true, for instance, that a mail order house can sell retail at a lower price than the local merchants can buy wholesale, there is something wrong somewhere; and I fancy it is not with the mail order house, but with the local merchants and their jobbers. Finally, they must establish more cordial relationships between themselves and their customers. There must be some "get-together" agency through which farmer and merchant can learn to understand each other better and acknowledge their mutual inter-dependence.

Such a medium I believe will be found in the Community Club, which is a neighborhood organization through which farmers and merchants, and, indeed, all sections of the community, may learn the art of living together in the spirit of the second commandment and the golden rule. To love your neighbor as yourself, to do unto others as you would that they should do to you—that is the challenge that comes to you to-day. To sympathetically co-operate and unselfishly serve—that is the call of the new day.

The Community Club provides the medium through which this call may be answered, through which this challenge may be accepted. It is an organization that takes in the whole community, the basis of membership being citizenship. There are usually many other organizations in the town and district, but they are all sectional. The Board of Trade takes in the retail merchants and other business men, but excludes anyone else. The Grain Growers' Association takes in farmers only; the Home Economics Society takes in women only; the lodges recognize only initiated members who have taken the degrees and whose dues are paid up ;the churches appeal to those only who are members or adherents of their particular denomination. And so it goes—every one of these organizations, from its very nature, sectional; and, indeed, consciously or unconsciously, each acts as a divisive element. We seek to overcome this defect, and a glance at the picture of the community wheel will illustrate how we propose to do it. There are eight spokes in this wheel, representing eight factors in the average community. Hitherto these organizations have worked along parallel lines, each seeking to carry on their own work without much thought of their relation each to the other, or to the community as a whole. The Community Club movement seeks to have them move along concentric lines, all working toward a common centre, the good of the community. It seeks to remind the farmer, the school teacher, the merchant, the preacher, that while they may have a special work to do through their own organization, they are a part of the whole community, and must share in the community tasks.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

POTATOES IN CAR LOTS

Please give me the names and addresses of some potato dealers from New Brunswick or agents shipping direct in car lots.—Spadoni Bros., Box 89, White River, Ont.

Answer.—Paul F. Gauvreau, 84 Rue St. Pierre, Quebec, Que.; Jos. Ward & Co., Place Youville, Montreal; A. Charbonneau Freres, Bonsecours Market, Montreal.

IS LICENSE NECESSARY TO SELL CIGARETTES?

Does a general country storekeeper in the Province of Quebec have to secure a license to sell cigarettes? If so what is amount of license?

Answer.—It depends on local enactments. Under the Municipal Act municipalities have the right to impose conditions on the sale of cigarettes. See civic authorities for definite information.

NAMES OF MANUFACTURERS OF FURNITURE

Kindly give us names of manufacturers of furniture.—Labelle & Johnston, Waltham, Que.

Answer.—Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagan, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto.

NOVA SCOTIA APPLE SHIPPERS

Please give us the names of several good reliable apple shippers from Nova Scotia.—Dawson & Gibson, Grocers, Sault Ste. Marie, Ont.

Answer.—Regarding good reliable apple shippers from Nova Scotia, we would refer you to the following: United Fruit Co. of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Bligh & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

NAMES OF WHOLESALE JEWELLERS

Can you give names of some wholesale jewellers who furnish catalogue of jewelry, etc.?—F. C. Fillmore, 811 Union St., Moncton, N.B.

Answer.—We would refer you to the following for catalogues, etc.: James Eastwoods, New Glasgow, N.S.; M. S. Brown, Ltd., Montreal; Henry Birks & Sons, Montreal; Peerless Jewelry Co., Sherbrooke, Que.; P. W. Ellis & Co., Toronto, Ont.; Austin Carl & Co., 357 College St., Toronto; Goldsmiths Stock Co. of Canada, 50 Yonge St., Toronto; Edmund Scheuer, Ltd., 131 Yonge St., Toronto; T. Eaton Co., Toronto; McElheran & Plant, 66 Dundas St. W., Toronto.

FRESH CREAMERY BUTTER

Could you tell me where we would be likely to get fresh creamery butter? Could we get butter sent direct from Eastern Township Creameries or from commission men in Montreal?—Hill Brothers, St. Stephen, N.B.

Answer.—Any of the following firms in your neighborhood could probably supply you: Wilford C. Day, 579 Main St.; T. Collins & Co., 16 North Market Street; Slocum & Ferris, City Market; A. F. Kierstead, 265 Chesley St.; O. S. Dykeman, 36 Simonds St.; A. L. Goodwin, 36 German St., all of St. John, N.B.; also Smith & Proctor, Halifax, N.S.; Kavanagh Provision Co., Montreal, Que.

CIGARETTE LICENSE DEPENDS ON MUNICIPALITY

In a recent answer in the Enquiry Department an error was made in regard to the necessity for having a license to sell cigarettes. In many localities such a license is required. The decision in the matter, however, depends entirely upon the local municipal government. Under the terms of the Municipal Act each community is empowered to place a license tax on cigarettes at their own discretion.

MANUFACTURERS OF AROMINTS

Will you kindly advise us the name and address of the firm manufacturing "Aromints," as mentioned in page 35 of your issue of September 26?

Answer.—Aromint Products Co., Cincinnati, Ohio. Canadian factory: 107-109 Duke St., Toronto.

SHOW CARD BRUSHES

We are looking for a few small brushes for card marking. Can you put us on track of any?—Fawthrop Brothers, West End, Cornwall, Ont.

Answer.—You could purchase these from Artists Supply Company, 77 York St., Toronto, and Art Metropole, 14 Temperance St., Toronto, Ont.; A. Ramsay & Son, Montreal; Reliance Ink Co., Winnipeg.

IS THE FLORIDA RUSSET THE BEST FRUIT?

Is it true that the russet orange of Florida is of a finer quality than the bright variety, and consequently more in demand?

Answer.—There was a fairly general belief at one time that the russet orange had a quality peculiarly its own; that belief, however, was hardly justified by the facts. The rusty color used to be considered the necessary sign of the Florida orange. Experiments in growing, however, have enabled growers to control the appearance of the rind, and it is generally conceded that this has improved the sale of the Florida fruit, as all contentions to the contrary, the demand is for bright fruit.

SALT IN COFFEE

It has been suggested that a little salt added to coffee improves the flavor. Is this true, and, if so, why?

Answer.—Yes, salt is generally conceded to add something to the flavor of coffee. The reason is that the addition of just the right amount of alkali neutralizes the slight acidity of the coffee. This addition is suited to coffee for all occasions and is absolutely essential when coffee is used as the flavoring agent of various desserts—otherwise, the taste is "empty."

Will you kindly give me names and addresses of wholesale firms in Hamilton, Toronto, or London from whom I can purchase white crockery, toilet sets, etc.?—A. W. Little, Vinemount, Ont.

Answer.—Belleville Pottery Co., Belleville, Ont.; R. Campbell's Sons Co., Hamilton, Ont.; John Cranston & Son, Hamilton, Ont.; Toronto Pottery Co., Toronto, Ont.

HANDLERS OF AND FISH PRODUCTS

Could you advise me of some wholesale or retail grocer to whom I could sell my fishery products, hard dried or soft cured cod fish, large or medium; could send sample. Also put up some Scotch pack herring to suit purchaser, also cod oil and refined cod liver oil.—Joseph Stock, Petty Harbor, St. John's, Newfoundland.

Answer.—J. W. Windsor Co., Montreal; Argyle Bute, St. Catherine St., Montreal; Atlantic Fish Companies, Montreal; Leonard Bros., Montreal; The C. Collas Robin Co., Halifax, N.S.; Hart Levi & Son, Halifax, N.S.; H. R. Silver, Ltd., Halifax, N.S.; N. M. Smith, Halifax, N.S.; A. & N. Whitman, Halifax, N.S.; Eastern Canning Co., St. George, N.B.; W. S. Loggie Co., Chatham, N.B.; McDonald Packing Co., Fairhaven, N.B.; Fred T. Nickerson Co., Clarks Harbor, N.B.

INDEPENDENT CANNERS

We would appreciate your giving us a list of the outside canners in Ontario, a list of the packers who can apples in the Provinces of New Brunswick and Nova Scotia, and names of all manufacturers of jams in Canada.

Answer These lists have been mailed.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

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CORRECTING A WRONG IMPRESSION

TO remove doubts which exist in some quarters as to the relation of the Income Tax Act to the new Victory Loan it is necessary to state that it is the interest on the bonds that will be subject to the taxation—not the principal.

An impression has been created to the effect that the amount of the investment on Victory Bonds is to be taxed. Of course such is not the case. The interest derived from the new bonds will bear taxation just as other items which go to make an income will be taxed. This, however, will not be a matter of much concern to the small investor as the income received by the average person is not touched to a great extent by the act. Total incomes not exceeding $2,000 in the case of a married person and $1,000 for a single person are exempt regardless of the source from which the money comes. There is further exemption for the married person with dependent children, the amount being two hundred dollars for each child under the age of eighteen years. For instance, the income of a person with four children is exempt to the extent of $2,800.

The idea that the amount of money invested in the Victory Loan is to be taxed is quite wrong. Only the interest on the bond comes under the tax.

STILL IN OUR MIDST

THE Consumers' Association of Windsor is still in our midst, and while it has increased its price for sugar it is still selling sugar at $8.50 per hundred, a price well below the wholesale figures of any refinery on the continent—a price indeed very little higher than that actually paid for raw sugar.

It would seem that this fact alone would be sufficient to make the public generally somewhat skeptical about the operations of this company. This company is buying sugar in Windsor, and paying for it at the regular Windsor wholesale rate and in its sales is losing roughly three cents a pound on every pound of sugar sold. Yet it is not doing business at a loss. The inference, therefore, is obvious, that what it loses on one commodity it makes on another. These facts should be made very plain to the householder everywhere. This type of business that seeks to give the public a wrong impression of the service it renders, is not a type that can be of any service to the community. Moreover, it lowers the standard of merchandising that in the gradual growing tendency towards more honest business methods has risen above such dubious methods.

THE REMEDY

CHARLES M. SCHWAB, the steel magnate, speaking in Chicago recently made the significant statement that all the theoretical questions in regard to the cost of living would be set at rest "when we get back to the practice of giving an honest day's work for an honest day's pay." Unquestionably one of the great causes for high prices is just that lack of honesty that is world-wide. The supreme need of the world at the present time is for production, and for the speeding up of the transport of food and other commodities from the point of production to the point of consumption, and as long as we have a Bolshevik Russia, and Europe generally torn by dissension, as long as we have strikes and lockouts and persistent demands for ever-shortened hours and ever-increased wages throughout the world, there can be no real remedy found for the cost of living. It is not claimed that all these industrial disturbances are unwarranted. They are in many instances, at least, entirely justified, but there are many cases in which even these just disputes might easily wait. The need of production is imperative beyond anything else and the world certainly needs to give up thinking too much of its wrongs and grievances and get down to thinking about giving its honest day's labor for an honest day's pay.

NO CHARITY NEEDED

IN a rehearing of the case of the packers held recently in Toronto the regulation fixing the price of pork products, which was to have become

operative on Oct. 15, was postponed till Nov. 1, pending a further investigation of the case. In the course of this hearing J. S. McLean, of the Harris Abattoir Co., Toronto, spoke of the effect of foreign demand on prices. "You do not then observe the old adage: 'Charity begins at home'?" Judge Robson commented.

It is always comparatively easy to be charitable with someone else's profits. It is, however, questionable whether any business concern doing a competitive business can adopt any such motto as a business practice. It is questionable also if such a policy would in the long run be a real charity to those at home. In the aggregate the export business of the packing companies that may seem in individual instances to have meant higher prices for Canadians have actually meant no such thing.

There are few people who are blind enough to business conditions to believe that favoring one market at the expense of a more extensive trade can work to the good of that market. The bulk of business done by the packing companies has been a factor in steadying prices, and quality for quality prices of bacon in Canada have been as reasonable as anywhere else in the world.

PRICE FIXING ON A FALSE BASIS

SETTING prices to-day on bacon on a basis of the prices of last March, because the prices of live hogs at that time and at the present time are the same, is another indication that the Board of Commerce has missed the whole point of the investigation that they have been making. Time and again it was stated during the course of these investigations, that it must be upwards of a month before decreases in hog prices could be felt in the price of bacon, because it took about that length of time in process. Yet despite all this elaborate explanation the Board failed to pay any attention to the fact that the bacon on March was made of low-priced hogs, and the bacon of to-day from high-priced hogs, despite the fact that live hogs to-day and in last March were the same. To deal justly in such matters, the whole of the facts must be taken into consideration. It has not been done in this case.

Editorials You Should Read

TOO MANY RETAIL GROCERS

RETAIL grocers don't deserve the avalanche of criticism and wholesale charges of profiteering leveled at them during the past month. We don't think the retailer is as grasping and greedy as the trumpeting press have described him. We don't think that he is as black as he is painted. The great mass of retail grocers are decent men, as well-intentioned as those engaged in other lines of business.

But while retailers of food can't be as rotten as they are rated, we do believe that, by virtue of their very numbers, they are a factor in increasing the cost of food distribution and therefore in raising the cost of living.

There are too many grocers in the United States. *The Canner* heard the other day of a town of eight thousand people where there are forty retail grocers. Twenty or even ten grocers could supply the food requirements of the residents of that town as well in every respect as they are now being supplied by the forty stores in operation there. There would be no lowering of the quality of service, but the overhead expense would be vastly reduced, the business could be handled by fewer clerks, needless duplication of delivery would be eliminated and a dozen other economies effected, all combining to make a very large saving in the conduct of a volume of business not lessened at all.

The retail grocery business of the United States, now being carried on by four hundred thousand stores, could be carried on as well, or better, in two hundred thousand stores. And think of the saving! Nearly half a million men, women and boys would be released for productive occupation, figuring an average of two and a half persons employed in each store.

Clearly, there are far too many grocery stores in this country. The grocery business is a haven for far too many misfits. It ought not to be so easy to get into the business of retailing food for human beings. The evil can be cured. The law ought to require a man to prove fitness and knowledge, gained by experience in the course of apprenticeship, before he is allowed to open a grocery store of his own.—*The Canner*, Chicago.

Are Fruit and Vegetables Profitable?

The Practice of Other Merchants in Figuring Profits in These Important Departments May Be of Interest and Value to Others Who Are Facing the Same Difficulties.

By HENRY JOHNSON, Jr.

NOTWITHSTANDING the immense importance of the fruit and vegetable department in most grocery stores, I hear the opinion expressed by any number of grocers that there is no money in green goods, yet I am sure that very few merchants know just how that department works out, so I determined to make some investigations a few days since to see what grocers did know about that department.

In going after the information, I felt that the men to see were not the ordinary run of grocers, but successful men who operate with some degree of scientific management. I shall set down just what I gathered from each of them.

First came C. A., who is a big cash merchant. His sales run to millions of dollars a year. He was very busy when I called, but said he figured a margin of 15 to 20 per cent. I told him I was sure he must be losing money on such a margin, and he answered that perhaps I was right, but that local competition would not permit him to get more.

25 Per Cent. Not Enough

G. H. runs a big chain of limited service cash stores. He, it happens, has just made a study of this department. He has segregated the supplies, the space, the help used in the handling of green goods, so as to get as accurate accounting as possible. Before he made that investigation it was his practice to make 25 per cent. gross on the average. He now finds that on such a margin some of the departments play about even, while some lose money. He is therefore about to revise his average margin upward to 30 per cent.

I asked him what causes lie back of the fact that a spot cash merchant cannot get by on 25 per cent., and among other causes he mentions: That there is a greater shrinkage on green goods than merchants appreciate; that weights given are more liberal than on other goods. For example, in weighing apples, if the weight is slightly light, an extra apple is put in, though that may make 2 to 4 ounces overweight. The same holds good on onions, sweet potatoes, and dozens of other items. To-day I saw bananas in one of that merchant's stores priced at 12 cents per pound. The wholesale cost in his district, on the open market, one bunch at a time, is 7¾ to 8 cents. Undoubtedly he buys inside of 7¾ cents, so his margin on bananas is well over 35 per cent.

The Groceteria View

One who runs a chain of groceterias concludes about as C. H. does. This man is on the same basis as the limited service store so far as green goods go, because in that department he serves his trade; customers do not wait on themselves. In four of the larger, busier stores, he runs the fresh goods department entirely separately so he has the most accurate check. He figures an average of 30 per cent. gross. In the four stores and in some of the bigger ones where the department is not yet separated, a net of 3 to 4 per cent. is realized. In the others he does not feel that any net profit is earned at all—even on 30 per cent. He is investigating further, for he is not the kind of man to take anything for granted or on guess.

W. E. runs a single groceteria in a good neighborhood location. He is a close student of his business. He says neighborhood competition is very keen, so all he can get is 20 per cent. on some items and 25 per cent. on the best. I asked him how he know he was even coming out whole. He told me that the only way he managed was to pack most vegetables in advance. Every crate of tomatoes is put right into bags, weighed, and the price marked on the package. Customers do their own picking up of everything in his store.

Dual Handling Profitable

H. J. is another chain grocer. He figures closely and overlooks nothing. As he has many stores he has established a purchasing depot in the central wholesale market. He thus is able to buy at the bottom because he takes such quantities, so is able to pay a margin of 10 per cent. advance to that central depot before the stores get the goods. Then the stores make 25 to 30 per cent. margin, and he has no difficulty realizing such a margin because centralized buying enables him to obtain quality goods.

The exception is in the case of citrus fruits. Those are handled at 20 per cent. gross margin because of their staple character. That stock turns very rapidly, so the shrinkage is negligible.

S. C. S., another chain store merchant, had just concluded that 25 per cent. is not profitable and determined that he must get fully 30 per cent. average.

Finally, I know that a high grade, full service store, where a big line of fresh fruits and vegetables is handled, must get, can get, and does get 30 per cent. and upward average gross margin to make a net profit. This department always has been a very important one in my own business. Space accorded to it has been the most prominent. The greatest care has been devoted to its display and handling. The waste has been kept at the minimum by the most rigid economy in handling. On such basis it always has been directly profitable, besides being the best possible leader.

Note the Character of Authorities

Now, observe the kind of men to whom I talked. They were big men, big organizers, men who take nothing for granted. Except the first one, all operate on the plan of knowing exactly what this department is doing. The question of making a net profit takes precedence over anything done by "competition." I am satisfied that C. A. will not go very much further without advancing his average margin.

If, then, such men, after exhaustive investigation, conclude that they must have 25 or 30 per cent. or over margin, what of the average grocer? Is there any sense in his working for less? Is there any excuse for it? Except on citrus fruits, on which the margin should be kept close to 25 per cent., because so staple and free-moving, that department should pay 30 per cent. average gross margin.

Bear in mind that only the greatest skill and economical management will prevent the waste from eating up the entire profits. Remember that margins which were "okeh" in 1914 are probably inadequate in 1919; for not only wages, but every other item of expense is higher now than then.

An illustration of the item of shrinkage is found in the case of a car of potatoes shipped only about 100 miles. The net weight was 400 pounds lighter on arrival, or a loss of 1 1-3 per cent. Such proportionate shrinkage is going on all the time. Potatoes in a car, closely packed and closed tight, shrink 1 1-3 per cent. in about 36 hours, what will be the loss in a moderately warm, dry cellar, where they lie open?

Loss in Weight

This item of loss in weight is daily one of greater seriousness. For the practice of weighing al vegetables and fruits, which has been prevalent in the West for many years, is now becoming more general everywhere. Not only is it simpler and more convenient to weigh apples and cranberries, etc., than to measure them, but authorities insist that it is more equitable. It is, in fact, a fine scheme, provided that the merchant set his figures correctly to start with.

Let it not be forgotten that a barrel of cranberries may be figured on the basis of 100 pounds or 100 quarts, but if kept a week it may run out not to exceed 97 quarts, or 94 pounds. Thus, if you are selling by the pound, the right plan is to figure beforehand that the barrel contains only 94 pounds—that all you can hope actually to sell out of it is 94 pound packages.

Then, too, in this department every advantage must be taken of opportuni-

Continued on page 32

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

John Dalton, grocer, Newcastle, N.B., is dead.

Jas. Reid, general merchant, Charlo, N.B., is dead.

J. R. Murray, Moncton, N.B., has sold to F. C. Fellure.

Among those suffering in the fire that visited Oromocto, N.B., recently, were H. G. Cannon, grocer, and T. J. McElroy, general merchant.

QUEBEC

P. W. Carrier, Montreal, grocer, and meats, has sold out to E. A. Longway.

Mrs. A. Morin, 402 Beaudry St., Montreal, succeeds Miss A. Leblanc.

J. E. Manning has opened a grocery store at 261 Laurier Ave. West, Montreal.

C. Ritz, manager Robin Hood Mills, Ltd., Montreal, is in Western Canada on a business trip.

Armand Dansereau has taken over the Montreal business of Dansereau Freres, grocers and butchers, Montreal.

Moquin and Moquin, Montreal, have purchased the business of A. Perreault, 541 Mount Royal Avenue.

W. V. Turcotte, 1317 St. Denis St., Montreal, has purchased the grocery business of Mrs. J. A. Chartrand.

J. B. Richer, 1318 St. Valier St., Montreal, has disposed of his grocery business to E. Allaire, 1318 St. Valier St.

E. Martin, Montreal, has formed a partnership with Mr. Rocheleau as Martin and Rocheleau, 71 Laurier Ave. W., Montreal.

The name of the Meiji Trading Co., Ltd., has been changed to that of Murai Trading Co., Ltd. The head office of the company will still be located at 55 St. Francois Xavier St., Montreal, and W. H. Halford continues as managing director.

J. E. Monette, formerly assistant to Emile Chaput, of L. Chaput, Fils & Co., Ltee., wholesale grocers, Montreal, has entered into partnership with T. Trudeau, grocer, Mount Royal Avenue, Montreal. J. E. Provost succeeds Mr. Monette.

ONTARIO

W. S. Wilcox, grocer, Hamilton, has sold out.

Geo. Bickell, grocer, Brantford, has sold out.

R. McLaughlin, grocer, Brantford, has sold out.

W. J. Griffin, Hamilton, has sold to Grant Bros.

A. E. Thorne, Hamilton, has sold to Werner Bros.

Albert C. Kilgour, grocer, has sold to J. Harris.

A. A. Freeborn, grocer, Brantford, has sold out.

C. W. Grantham, grocer, Brantford, has sold out.

Mrs. S. Livingstone, grocer, Brantford, has sold out.

A. J. McGuffin, grocer, London, has been succeeded by Jos. Bere.

Lafrance Bros., Ottawa, have been succeeded by J. E. Quinn.

O. J. Brown, grocer, Toronto, has been succeeded by J. T. Perrin.

Mrs. C. E. Jackson, Toronto, has been succeeded by A. Croft.

David McAlister, general merchant, Chute au Blondeau, has been succeeded by Chas. McFaul.

F. Forest, grocer, Earlscourt, has sold to H. S. C. Swelser.

E. J. Halloran, groceries and meats, Hamilton, has sold to R. A. Fletcher.

A. D. McRae, grocer, Hamilton, has sold to W. S. Lowe.

Mrs. J. Burns, groceries and meats, Brantford, has sold out.

R. C. Hansler, groceries and meats, Welland, has sold to C. White.

Wm. C. Towns, general merchant, Aurora, has sold to Naughton Bros.

R. B. Squarebriggs, groceries and meats, Toronto, has sold to W. J. Agles.

C. Pratt, manager of the Medalta Stoneware Ltd., Medicine Hat, Alta., and chairman of the Medicine Hat branch of the Manufacturers' Association, is expected in Toronto shortly to arrange for a branch warehouse in Toronto.

Emerson McCance, grocer and provision merchant, Ross street, has purchased the store on the corner of Talbot and New streets, St. Thomas, formerly occupied by J. C. Gillan. Mr. McCance states, however, that he has no intention of moving his stock from the Ross street store to the new premises.

ONTARIO BUSINESS CHANGES

N. G. Gooch has opened a grocery business at 2241 Dundas Street W., Toronto.

J. C. McKinley, formerly of Seeley's Bay, Ont., opened his new grocery store at 2619 Yonge Street, Toronto, for business, on Thursday, October 9.

R. A. Johnston, of Iroquois Falls, Ont., and lately of Barrie, has purchased the grocery business of W. J. Paddison and will take possession on Oct. 15.

Mr. Paddison is retiring to go into another line of business.

David Green, Toronto, produce merchant, wholesale and retail dealer in butter, eggs, lard and cheese, has sold out the retail business.

JOHN L. LANE DIES

Has Been Secretary-Treasurer of Harold F. Ritchie & Co., Toronto, for Some Years Past

John L. Lane, secretary-treasurer of Harold F. Ritchie & Co., died at the home of his daughter, Mrs. S. G. Amsden, Burton road, York County. Mr Lane was sixty-four years of age and was ill only a short time before his death. He was on the staff of John B. Farwell & Company of Chicago before coming to Toronto in 1913. He is survived by a widow and three daughters. The body was taken to Quincy, Ill.

J. A. SIMMERS, LTD., HAVE SECOND LOSS

Herman J. Simmers, Toronto, of J. A. Simmers, Ltd., seed merchants, died suddenly at his home, 1,261 Yonge street, recently, from cerebral hemmorhage. Mr. Simmers' death was unexpected. Another member of the firm died suddenly a month ago.

DR. KAUFMAN GOES TO PORT ARTHUR

Dr. Kaufman, business manager of the Malt Products Co., Guelph, has severed his connection with above firm to accept position with Canada Starch Co., Port Arthur, Ont.

BECOMES BUSINESS MANAGER

H. F. Petman, who recently returned from overseas, where he had been serving with the Third Battalion, has become business manager of the Malt Products of Canada, Ltd., Guelph, Ont., succeeding Dr. Kaufman, who has severed his connection with that firm and gone to Port Arthur.

THE PRINCE INSPECTS MEDALTA STONEWARE PLANT

On the occasion of the recent visit of H.R.H. the Prince of Wales to Medicine Hat, he was shown the blowing of a gas well and the inspection of the large plant of the Medalta Stoneware Ltd. The gas well shot a flame of fire 150 ft. in the air. At the Medalta Stoneware plant he saw the gas being used commercially. His Royal Highness witnesesd the white clay being moulded and shaped into butter crocks, jugs, churns, etc. These were then placed in kilns and burned with the natural gas.

ONTARIO TRAVELLERS TO HAVE OPPORTUNITY TO VOTE

According to amendments to the Election Act, arrangements can be made in all ridings for travelling men to record their votes on any one of the three days prior to the election date, October 20. This would mean that voting can take place, for this limited class of voters only, on October 16, 17 and 18. The amendment to the Act was intended for the convenience of trainmen, conductors, engineers, firemen, commercial travellers, and other voters who cannot conveniently be in their home riding on the regular date of the election. Many of the large centres of population are already arranging to have booths open on the three days in question, though it is not anticipated that there will be much demand for the special booths in the more remote ridings.

FRENCH OLIVE OILS VERY SCARCE

It is stated that pure French olive oils continue to be so scarce that there is little prospect of supplies reaching Canada this fall in anything like large quantities. One Montreal importer stated to CANADIAN GROCER a few days ago that orders he had placed over a year ago were still unfilled and that there was no prospect whatever of their being filled in 1919. The necessities in the home market and the great shortage that has existed there for several years will tend to restrict the imports of this oil into Canada, and it is apparent that on the pure product there will be little, if any reduction of price.

OVERSEAS TRADING CO. FORMED IN LONDON

H. B. Thomson, former Canadian Food Controller, and W. H. Greenwood, brother of Sir. Hamar Greenwood, are, with Major J. A. Macdonald, the first directors of the Home and Overseas Trading Trust, Limited, incorporated in London as a provate company, with $250,000 capital. The company has been organized in connection with the Reid Newfoundland Co., of which Mr. Thomson is a director, and will carry on business as buyers, catchers, breeders, storers, packers and agents for the sale of fish, oils, guano, glue, gelatine, and other bye-products, and has power to acquire vessels.

FLORIDA CROP REPORTED BOTH LARGE AND EARLY

The Florida orange and grape-fruit crop this season will be both early and large, according to reliable reports just received from that state. The total combined shipments of oranges and grapefruit are expected to reach 10,000,000 boxes, which is the largest of any crop shipped from Florida. Shipments of grape-fruit are expected to commence about September 20, with the oranges starting in about a month later. Oranges are about a normal crop and the big increase has come in grape-fruit.

Florida's crop, especially of grapefruit, is increasing steadily each year due to new acreage. The Florida Citrus Exchange, which is the growers' co-operative institution patterned after this organization, is gaining steadily in size and influence. The fruit marketed through the growers' organization is branded "Sealdsweet," a brand which is advertised quite extensively during their shipping season, particularly in the larger Eastern cities.

HEAVY VALENCIA ORANGE SHIPMENTS YET TO COME

More oranges remain to be shipped from California during the present crop year than at the same date in any previous year, according to the California Fruit Growers' Exchange. These oranges are of the popular Valencia variety which ripen in the summer and fall months. The trade can count on a liberal supply of California valencias to brighten up their fruit display right up until the time the new crop of navel oranges is available.

Strikes and a continual shortage of refrigerator cars during the past few months have hampered usual shipments and it has been impossible for the growers to pick and ship as many oranges lately as they desired to for this reason.

California's Valencia crop is increasing steadily and rapidly because of new acreage coming into bearing, but no difficulty has been encountered in marketing these increased crops as the public's appetite for good oranges seem boundless, and retail merchants all over the country are expressing their own surprise as well as gratification at the way sales of oranges hold up throughout the year in the face of intense competition with local fruits during the harvest season.

ESSEX COUNTY ONION CROP A PARTIAL FAILURE

The onion crop in Essex County, Ontario, will fall considerably below the average as a result of the weather which prevailed last spring. It is estimated that the total production will be about 200 carloads, which does not compare very favorably with last year's record total of between 600 and 800 carloads, and altogether it would appear practically certain that the onion yield will be the poorest in many years in this vicinity.

MARGARINE LEGISLATION RECEIVES ITS THIRD READING

The bill to enlarge the permission for the import and manufacture of margarine in Canada until March 1, 1921, was again presented to Parliament on Tuesday of this week and received its third reading. The bill passed with practically no comment, the majority of those members who have opposed it in the past being absent from the House, an indication that their opposition is not of a very serious character. As it is not within the bounds of possibility that the Senate will take a different action in regard to this matter, the passing of the third reading of the bill is equivalent to the passage of the bill.

LARGE NUMBERS OF BEES HAVE ONLY SUPPLIES TO FEED THEMSELVES

"Honey is a failure from here to British Columbia," says Ralph Coates, the honey man of Dutton. "I've even been feeding my bees some through the summer—the weaker colonies of them."

Asked as to the cause of the shortage, he said: "Not only because the weather was dull during much of the blooming season, but also when the sun did shine the season was so dry that the clover seemed to have little or no honey in it for the bees to get.

Mr. Coates has considerably over one hundred colonies of bees, which, taken one with another, he says, he thinks will average at present twenty pounds of honey.

And each colony will need twenty-five pounds to winter it till the first of March. I am holding my ear to the ground now in all anxiety to see if the golden rod bloom and the clover blossoms, which these late showers will bring will make up this extra five pounds. With moister weather, per colony, there should be bloom enough in two weeks to make up the deficiency in winter feeding. And a whole month of fine autumn pasture would, without a frost, be a great blessing, but a heavy frost at the present time would mean an invasion by our bees of the public's winter sugar stores."—Chatham, Ont., "Planet."

FRUIT AND VEGETABLES PROFITABLE?

Continued from page 30

ties to make a liberal margin. Suppose we consider Casaba melons on the Chicago market. They must retail, say, at 40 to 50 cents for small ones, and 60 to 65 cents or over for big ones. Who will buy them at such figures? Obviously, only those people who have so much money that they will not care whether they pay 40 or 50 cents for small or 60 or 65 cents for big ones. Hence the wise idea is to get 50 and 65 cents respectively.

Remember that 50 cents is 25 per cent. more than 40 cents, and that 65 cents is 8 1-3 per cent. more than 60 cents. It takes close calculations to make this department really pay.

THE ADVERTISER AND THE SPIDER

The late lamented Mark Twain told a story of the time when he was editor of the "Virginia City Enterprise." A superstitious subscriber who had never advertised in the publication, one day found a spider in his paper and wrote asking if it was an omen of good or bad luck. In reply the editor wrote: "The finding of a spider in your copy of the 'Enterprise' cannot be taken as an omen of either good or bad luck as the spider was only looking over the paper to find out what merchant did not advertise so that it could weave its web above his door with the assurance that it could live in undisturbed happiness ever after."

NEWS FROM WESTERN CANADA

WESTERN

L. M. Weeks, grocer, Edmonton, has sold to M. S. McLennan.

Wm. McIntosh, general store, Maunville, Alta., has sold to Crooks Bros., Ltd.

RETIRING MANAGER HONORED

A presentation was made yesterday to J. Howard Rankin, manager of the Brandon Grocery, Brandon, Man., by the members of his staff.

Mr. Rankin, who has been president of the Board of Trade in this city for the last year, has severed his connection with the Brandon Grocery Co., and leaves here next Wednesday for Winnipeg, where he will engage in the brokerage business under the firm name of Nichols and Rankin. George Morrow, of Moose Jaw, will succeed Mr. Rankin as manager of the Brandon Grocery.

WINNIPEG GROCERS MAY DISCONTINUE SALE OF SUGAR

A "strike" of retail sugar dealers in Winnipeg is a possibility. The grocers complain that money is lost on handling sugar at one cent a pound profit, as ordered by the Board of Commerce. In a statement issued yesterday by the retail trade bureau of the Board of Trade, it is intimated that the retailers may refuse to handle sugar, leaving the burden of distribution on the Government, which is responsible for the Commerce Board.

Under the system of down-weights, dealers say they lose money in the aggregate. All the sugar is not recovered from sacks. The price of paper bags and labor required in its distribution must also be considered, they claim.

VANCOUVER RETAILERS HOLD FIRST ANNUAL MEETING

R. M. Millar was elected president of the Vancouver branch of the Retail Merchants' Association of Canada at the first annual meeting and banquet of the body held in Spencer's restaurant last evening. Other election results were: First vice-president, J. Harkness; second vice-president, C. Clarke; secretary, J. T. Crowder; treasurer, W. Gilchrist. The names were read off by a member of the nomination committee and accepted as they stood, the officers being declared elected by acclamation.

An interesting insight into the business methods of retailers in Australia was given local retail men by W. A. Blake of Melbourne. Mr. Blake, after having spent some months in travelling in various parts of the British Empire, has had various connections with the retail trade in its various lines during the past twenty years. With a large stock of experience to draw from, he was able to talk of many interesting phases of retail merchandising in Australia, and the audience received a number of good ideas from his address.

Need of Unity Between Wholesaler and Retailers

N. G. Neill of the Employers' Association, spoke on the subject of practical unity. He said that closer unity was needed if the Retailers' Association was to be a success and congratulated the members present in having taken such steps as they had toward organization. Among a number of suggestions for the benefit of the retail trade made by Mr. Neill, was that of the formation of a board consisting of wholesalers and retailers. This board, taking one commodity at a time, should endeavor to reduce the price of it to the consumer by following it from production to sale and cutting out all unnecessary expenses.

Needs of the Association

G. S. Hougham, provincial organizer of the Retail Merchants' Association, spoke briefly on the needs of the local branch. Vancouver had been one of the hardest cities in the province to organize and it was not yet near what it should be, he said. At present there were 178 members in the association, but 500 were needed if it was to "carry on" successfully. To support a staff adequately, he said, would cost about $325 a day. With 178 members in the association, he "left it to the members to judge what their responsibilities would be if they did not get to work and enlist new members." He declared that the association was essential and that its possibilities were unbounded.

T. J. Corley spoke briefly on the organization of the association throughout Canada. A vote of thanks to the retiring executive for its efforts in organizing the association was passed and a resolution promising the new officers the support of each member was passed with applause. A solo by Mr. Morris, "Asleep in the Deep," was greatly appreciated. Mr. Geo. H. McRobbie, the retiring president, presided.

NOTHING JUSTIFIES DISPLAY LIKE FRUIT

The branch of Morrow and Dean, which is situated on 4th Avenue, Vancouver, B.C., is occupying their store premises jointly with a branch of P. Burns & Co. R. G. Orr, the grocery manager, states that the grocery and meat trade get on splendidly together. Each seems to help the other. This branch has a very good window on 4th Avenue, which is used to fullest advantage for the sale of fruit. Mr. Orr stated to CANADIAN GROCER that there is no department of the grocery store that will so readily respond to a liberal use of the display window as the fruit department. Despite the sugar shortage that prevailed for several weeks, the window has continued to sell an increasing turnover in fruit. One sale consummated by a good window display, brings the customer inside, and he then becomes a prospective customer for more merchandise inside.

CANADIAN MANUFACTURERS SHOULD USE MORE MAPLE SUGAR

The production of maple sugar this year has been about the same as last year, but the prices of the natural product have been about ¼ higher. The Province of Quebec this year produced sugar valued roughly at no less than $7,500,000, the amount turned out by the numerous sugar manufacturers being in the neighborhood of 30,000,000 lbs. A great deal of the maple sugar is exported to the United States where the better quality of it is used in the manufacture of chocolate, which is then sent into Canada and sold in preference to the local product, although it contains a large percentage of Canadian sugar on which duty was paid to the United States and again when it came back to Canada included in the chocolate. The inferior maple sugar is used in the manufacture of chewing tobacco, of which again such a very large quantity is used in this Dominion. There is a good chance for the Canadian manufacturers to make a greater use of Canadian maple sugar for the manufacture of both chocolate and chewing tobacco, thus bringing down the cost of those two articles so largely consumed here.

A REASON FOR HIGH-PRICED BACON

H. S. Arkell, Live Stock Commissioner, who has recently returned from a trip to Europe, where he has reviewed the live stock market situation, has expressed his views regarding Canada's position, in the October number of "The Agricultural Gazette." He states that the London agents of our Canadian packers reviewed in disappointment the orders for Canadian goods—bacon, eggs, etc.—for which they could obtain but a tenth of the product they required. The unwarranted high price of hogs in Canada during the past month is but a reflection on the reputation of Canadian bacon, as compared with American, and demonstrates the effort of our packers to maintain their connection with old-established clients in the face of short supplies. Since Denmark, within a year, will again be a factor on the bacon market our only security for the future is full production, and such a substantial export supply as must command recognition by its volume and quality. Short hog production is unquestionably the most dangerous policy Canada can adopt. This is true of eggs as well as bacon.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

QUOTATIONS on general grocery commodities are for the most part steady and strong. The tendency appears to be upwards in a number of lines, although the likelihood of early receipts of new crop goods is helping the situation. New rices are moving to market and dried fruits, such as raisins, prunes and apricots, should soon be available.

MONTREAL—While there has been a satisfactory volume of trade the past week, there is apparently no over buying and the trade is buying what its near and immediate requirements call for. There have been some advances of prices and the important item on the list is that of an increase of 25c per cwt. for refined and soft sugars put out by the St. Lawrence Sugar Refineries. As yet, the remaining refiners have not made any change, but the market is very firm. Cooking oil, known as Mazola, has been reduced in price. Cigarettes and baking powder are higher. Meat sauce and hops are moved higher, while a well-known brand of can lye is reduced. Lower prices are also in effect for some of Clark's soups. New crop prices are announced by one jobber on corn and tomatoes and these are lower. Beans are firm. Nuts are firm, with filberts marked up. Dried fruits are steady, but evaporated apples are ruling easier in outside markets. Rices are steady and quite firm. Cane syrups are marked up 25c per cwt. in barrels and half barrels only. There is much strength of undertone to the molasses market and an advance may be made effective. Teas and coffees are both strong, with one brand of cocoa and chocolate marked up. Spices are firm and very active. Feeds are in active demand and are firm in price. Some anticipate lower rolled oat prices soon. Coarse grains are weaker and are marked down.

TORONTO—One of the sugar refineries has advanced its quotation on granulated sugar 25 cents per cwt. and the Toronto price is now $11.46. The other refineries are unchanged. There is a little better movement of sugar, but supplies are yet by no means heavy and care is still necessary in the matter of distribution. The demand is very heavy and until there is an easing up supplies will not be at all free. Teas and coffees continue at unchanged levels with the situation in the former daily growing stronger. New buying in some instances is fully from 10 to 13 cents per pound higher than a few months ago. While quotations to the trade have not changed, because of cheaper stocks on hand, when the new teas come on the market, higher prices will have to prevail. Coffees are steady, but stocks are said to be light. Spices are strong and cream of tartar is in small supply, with prices ruling firm to strong. New Southern rices are arriving and these will greatly help the situation. Prices continue at high levels. New canned goods are selling freely. Crisco has advanced 25 cents on 1's and 3's and ten cents on 6's and 9's.

In produce lines fresh meats are steady with the tendency downward. Hams and bacon also continue at recent declines. Lard is steady, but shortening shows a stronger tendency. Butter and eggs are firmer.

WINNIPEG—There has been a firm tendency to the market during the week with several lines either showing advances or a very strong tendency in that direction. Among the advancing lines are both tea and coffee, while corn starch and corn syrup are expected to advance in the very near future. Beans are in much better demand and are very firm in price. Tapioca is very scarce, but rice is in better supply. It is generally conceded in grocery circles that prunes will be very high this year, as the early crop prospects seem to have been overestimated.

In the produce lines, cheese is higher and in brisk demand. Eggs are very scarce and have advanced and are holding very firm, indeed, at advanced prices. Butter is also scarce and very firm.

QUEBEC MARKETS

MONTREAL, Oct. 15—There is a fairly good movement of merchandise and still the trade could be more brisk. Supplies are being shipped to the country in steadily increasing quantities and prices are, for the most part, steadily maintained, and in a few instances there are increases which will be pointed out elsewhere.

Lower Trade Prices For Cooking Oil

Montreal.

COOKING OIL.—Prices are reduced on Mazola Brand cooking oil and the following quotations are now effective:—Cases of 6-1's, per case, $19; cases, 2-5's, $26; cases, 12 quarts, $10.50; and cases, 24 pints, $11. This reduction is due to the decline in corn markets, doubtless.

Lower Selling Prices For One Brand Soups

Montreal.

SOUPS.—Lower prices are effective for several of the kinds of tinned soup put up by W. Clark, Limited. The new basis for vermicelli and tomato, vegetable, celery, consomme, green pea, Julienne, mutton broth, ox tail, pea, Scotch broth, Mulligatawny, and mock turtle, is $1.25 per doz. Spaghetti is quoted at $1.40 per doz., that is for halves, and $1.90 for one's, while the price for tomato is $1.45.

Cigarettes and Baking Powder Are Advanced

Montreal.

CIGARETTES, BAKING POWDER.—The price of standard, popularly-known brands of cigarettes has been advanced from $6.30 to $7.20 per box of 600. Sweet Caporal, in boxes of 500, are marked up to $7 from $6.15.

Cook's Friend baking powder is higher. The new prices are as follows: 1 lb., sq., per doz., $3.45; 1 lb., round, $3.35; ½ lb., $2.00; and ¼ lb., $1.35.

Sauce; Hops Moved Up; Lye is Reduced

Montreal.

HOPS, SAUCE, LYE.—Advances are in effect for pressed hops, an increase of 7c per lb. to 52-53c per lb. being announced.

McIlhenny's tobasco sauce, which was selling at $3.80, is now selling at $4.

Babbitt's pure lye has been reduced 35c per case to $5.00.

One Refinery Advances Refined Sugar 25c

Montreal.

SUGAR.—The interest of the week is that of an advance of 25c per cwt. for St. Lawrence Sugar Refineries' product. The increase is due, say the refiners, to higher transportation, labor, and other overhead operating costs.

Since last week there has been little improvement, apparently, in the situation, as far as supplies are concerned. Delivery of raw sugar has been maintained on a steady basis and still the demand from the trade in all parts of the country has never ceased and still is heavy. One refiner states that they have never been confronted with such a decided run for refined sugars. The demand is increasing beyond expectations and tendencies are very firm.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
St. Lawrence Sugar Refineries	11 25
Icing, barrels	11 20
Icing, 25-lb. boxes	11 60
Icing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden) 10 25	10 75
Yellow, No. 3 10 15	10 65
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 50
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack.	13 25
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.)	13 50
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Demarara light, per lb.	0 10

Corn and Tomatoes On New Crop Prices Basis

Montreal.

CANNED GOODS.—For new crop tomatoes, No. 2½ size, the price range is placed at $1.85-$1.90 per doz. Corn, new crop, is based at $1.65 to $1.70 for the standard grades. Other prices apply for special grades.

At the present time there is a good movement of the new packs from the canneries and stocks ought to be in satisfactory shape to meet the trade needs, and which will probably be improving soon.

Canned Vegetables—		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 86	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (Sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	....	3 00
Peas, Sw. Wrinkle	....	2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins	....	2 75
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	....	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, 20 oz., doz.	....	....
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	....	4 75
Do., 2½s	....	3 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced),		
Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Strawberry, 2s, heavy syrup	....	4 65
CANNED FISH		
Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.	....	4 30
Cohoes, 1 lb. tall	....	3 75
Do., ½ lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 40
Chums, 1 lb. talls	....	2 00
Do., ½s, flat	....	1 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb flat	....	1 00
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48 1s	....	1 90
Do., ½s	....	1 65
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2 doz	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (ea. 4 doz.)		6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.		1 90
Scotch Snack, No. 1, dz., Montreal		2 50

Quebec Beans Good; Room For Big Trade

Montreal.

BEANS, PEAS.—It is stated that, while the yield of Quebec beans has been decidedly less in point of tonnage than last year, the quality is much better. Some samples received, it is stated, are much better than for a long while, and these will command good prices and ready sale. The general market conditions are steadily firm, but trade is still limited to immediate requirements.

The price of split peas has been advanced in one quarter 50c per 98 lbs., the present range being $7-$7.25.

BEANS—		
Canadian, hand-picked, bush...	5 50	5 75
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Mixed Beans	6 00	6 50
Peas, white soup, per bushel....	3 50	4 00
Peas, split, new crop (98 lbs.)..	7 00	7 25
Peas (blue)	0 08	0 09
Peas, Japanese, green, lb.....	0 10½	0 11

Filberts Quoted Higher; Canadian Chestnuts 20c

Montreal.

NUTS.—Higher prices are asked in one quarter for Naples filberts. Movement of nuts is not very heavy, but there is little likelihood now of lower prices on lines imported from the European markets. It is probable that there may be an easier peanut market later, but much will depend upon later developments, and particularly upon the buying needs of the oil producers.

Canadian chestnuts are now in the market and are quoted to the trade at 20c per lb.

Almonds, Tarragona, per lb.....	0 28	0 30
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)	....	0 20
Filberts, (Sicily), per lb.	0 28	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Jumbo	0 23	0 25
"G"	....	0 18
Coons	....	0 14
Shelled, No. 1, Spanish.....	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb....	0 32	0 35
Pecans, large, No. 2, polished...	0 32	0 35
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	....	0 90
Walnuts (Chilean), bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Evap. Apples May Down; Dried Fruits Steady

Montreal.

DRIED FRUITS.—The local markets are rather featureless this week and a rather quiet condition prevails. If the tendencies downward that are now marking the U. S. markets, it is quite probable that evaporated apples will rule easier here in the immediate future. New crop fruits should soon be arriving in this market.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels (old)—		
Citron	....	0 45
Orange	0 43	0 44
Citron	0 59	0 60
Raisins—		
Bulk, 25-lb. boxes, lb.....	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz....	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.).....	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes.....	2 60	3 00
Figs, white (70 4-oz. boxes).....	....	5 40
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Do. (28 8-oz. boxes).....	....	3 50
Do. (12 10-oz. boxes).....	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz....	....	2 75

Steady and Still Held Are Rices

Montreal.

RICE.—Little new feature marks the situation and trading in the domestic market is done on a steadily unchanged basis. The supplies are moderate and quite equal to the present demand. Orders from the country are, if anything, of a greater volume than those from the city trade, relatively speaking.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Patna	0 14	0 15½
Broken rice, fine	....	7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 13½	0 14
Tapioca (pearl)	0 13½	0 14
Tapioca (flake)	....	0 13
Sago (white)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Cane Syrup is Higher; Molasses May Go Up

Montreal.

MOLASSES AND SYRUPS.—An advance has been named for cane syrups, and this increase is applied to the barrel and half barrel price of St. Lawrence brand. The advance is 25c per cwt. in each case, and is made coincident with the increase for refined sugars.

Molasses markets are decidedly strong. As a matter of fact it is understood that a serious consideration of the basis has already been undertaken, with the probability that an advance may come in the not distant future. The corn syrup market is, as yet, unchanged, but corn prices are ruling quite easy at Chicago.

Corn Syrups—		
Barrels, about 700 lbs., per lb..	....	0 08½
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case..	....	5 45
5-lb. tins, 1 doz. in case, case..	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each.....	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each.....	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case).....	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	0 98 1 00	1 03 1 05
Barrels	1 01 1 03	1 06 1 08
Half barrels	1 03 1 05	1 08 1 10

Note—Prices on molasses to outside points average about 3c per gallon less.

Syrup Moves Slowly And Honey Fair Seller

Montreal.

MAPLE PRODUCTS, HONEY. — Little new information is available on maple products and what business there is brings fairly high prices to the seller. Supplies are still available for those who wish to pay the price.

Honey is to be had in almost any desired quantity, and there is no doubt that prices could be reduced in view of the available stocks.

Maple Syrup—		
13½-lb. tins (each) (nominal)	....	....
10-lb. cans, 6 in case, per case	....	16 70
5 gal. (Imperial), crated	....	16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case..	....	7 00
In cases of six, 5-lb. blocks, cs.	....	9 60
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.....	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat, 6-lb. tins, lb.	....	0 18

Teas Are Very Strong And Likely to be Firm

Montreal.

TEAS.—There is every reason to look for a steadily high market and as far as Ceylons are concerned the exchange situation has made purchase there a rather difficult transaction. The amount of business passing at present, in a jobbing way, is fair and seasonable.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 46	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Sells Well; Steady Cocoa Basis Has Firmed

Montreal.

COFFEE, COCOA.—The present spot situation is steady and quite unchanged, the movement being reasonably large and the sales of the importer, the jobber and the retailer are apparently large. No price changes have been registered.

Cocoa sales are improving right along and there has been a firming of prices. Mott's brand of chocolate is up 2c per lb. to 33c, and the same grade cocoa in ¼ lb. tins is up 2c to 37c per lb.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

No Spice Declines And a Good Trade

Montreal.

SPICES.—There has been a steadily brisk sale for all kinds of spices and the importers are well pleased with the outturn from week to week. Under the general heavy demand all over the continent, and with stocks not materially supplemented as yet by new arrivals, nearly all lines are ruling firm.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	....	0 65
Cream of tartar (French pure)	....	0 80
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Flour Might Sells To Greater Extent; Firm

Montreal.

FLOUR.—Domestic sales of flour are still limited and the millers could take care of a larger volume of business. The export business secured by them recently is a help and they hope that this class of business will still be offered them. The market is steadily firm for spring wheat flours—in fact some expect a firming, while standard flours are steady and unchanged.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

No Package Changes And Steady Demand

Montreal.

PACKAGE GOODS.—There has been a steadily brisk demand for package cereals and other shelf lines put up in containers. There are no definite price changes for the week.

PACKAGE GOODS

Corn Flakes, 36s, case	3 90 4 15	4 25
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	4 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Farina, case	....	2 35
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-Raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12

Some Say Lower Price Due For Rolled Oats

Montreal.

CEREALS.—While there has been no change during the past week for rolled oats, there is a feeling that there ought to be a decline within the next week or two. New crop oats will be available in increasing quantities soon. Cornmeal is steady and unchanged, and there may be a reduction of price if the outside markets continue to lower as they have been for several weeks. Split peas are marked up in one quarter to $7.25.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 65	5 85
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	5 15	5 30
Rolled wheat (100-lb. bbls.)	....	7 10
Tapioca flour, lb.	0 15	0 16

Some Increase in Bran and Shorts Stock

Montreal.

FEEDS.—Wih the increased milling that is now possible, owing to the receipt of export orders for flour, there is naturally a larger stock of both bran and shorts to meet the demands of the trade. Prices are steadily held without change and the demand is an active one.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, midlings	....	64 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

No Change For Hay; Grains Are Weaker

Montreal.

HAY AND GRAIN.—No new turn has yet manifested itself for hay and there is not a big movement. Prices hold with no price change whatever.

The tendencies have been easier for grains and oats, in sympathy or rather following corn, declined 1½c per bushel. The barley market is also somewhat easier.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 94½
No. 3 C.W.	....	0 93½
Extra feed	....	0 93½
No. 1 feed	....	0 92½
No. 2 feed	....	0 90½
Barley—		
No. 3 C.W.	....	1 45
No. 3	....	1 44
No, 4 C.W.	....	1 42

Active Fruit Selling; Citrus Fruits Higher

Montreal

FRUITS.—There has been a firming of prices for oranges and lemons, this in sympathy with outside markets. Apples and grapes, pears, and what small fruits there are still available, are finding steady sale at maintained prices.

Apples—		
St. Lawrence	....	8 00
Fameuse	....	8 00
Gravenstein	5 00	5 50
Alexander,. No. 1	7 00	7 50
Wealthy	7 00	8 00
Bananas (as to grade), bunch	5 00	6 00
Cranberries, bbl.	....	13 00
Do., gal.	....	0 75
Egg plant	1 50	2 00
Grapes, Tokay (box), 30 lbs.	....	2 50
Grapes, basket	....	0 40
Grapefruit, Jamaican, 64, 80, 96	....	5 50
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	7 00	7 50
Plums, blue prunes	....	2 75
Pears, California	....	6 50
Keiffer Pears (box)	....	3 00
Do., bbl.	....	8 50
Peaches (box)	....	2 25
Peaches (small basket)	....	0 75
Peaches (large basket)	2 00	2 75
Oranges, Cal., Valencias	....	6 75
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 25

Coarse Vegetables Aplenty With Few Price Changes

Montreal.

VEGETABLES.—The markets are ruling quite steady and little change has taken place in a quotable way. The variety and available quantities of coarse vegetables are both large and prices are quite steadily maintained.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 25
Cucumbers (Montreal), doz.	....	0 15
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	1 00	1 25
Corn (per bag), doz.	0 25	0 35
Garlic, bunch	....	0 40
Lettuce (curly), doz.	....	0 25
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetable, doz.	....	1 00
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, Yellow, 75-lb. sack	....	3 75
Yellow, 75-lb. sack	....	3 75
Do., Red, 75 lbs.	....	3 00
Spanish, crate	....	2 75
Do., cases	....	7 25
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 50
Potatoes, Montreal (90-lb. bag)	1 50	2 00
Do., sweet, hamper	....	2 75
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	....	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), 30-lb. box	....	0 50
Do., Rose	....	1 00
Do., green	....	0 35

ONTARIO MARKETS

TORONTO, Oct. 17—There are not many changes in the markets for general grocery commodities this week as compared with last. The sugar stringency is easing and with the conclusion of the pickling and preserving season the demand will not be as heavy. Teas and coffees are steady and firm. Supplies on spot are showing depletion. There is an active inquiry for rice and indications point to better supplies.

Sugar Situation Is Improving

Toronto.

SUGAR.—The sugar market shows some improvement in the matter of supplies, and there is a better movement to places where scarcity was most pronounced. The demand is very heavy just now. The St. Lawrence refinery has advanced its price 25 cents per cwt. Other refineries are steady.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 21
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Sell At Unchanged Prices

Toronto.

SYRUPS, MOLASSES.—Syrups and molasses are selling freely at steady prices. The market is strong but ruling unchanged as compared with a week ago.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls.,	½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls.,	½c over.	
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Strong Market On Package Goods

Toronto.

PACKAGE GOODS.—Quotations on all package cereals and starches are ruling at firm figures. The demand is active just now, and the likelihood is for a continued strong market.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Bulk Cereals Selling Freely

Toronto.

CEREALS.—Cereals in bulk are selling freely, with prices showing no changes as compared with a week ago. The market is very firm at present levels.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	....	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Canned Goods Are Unchanged

Toronto.

CANNED GOODS.—There is only a moderate demand for canned fruits and vegetables. On these lines prices are steady at the figures announced last week for the new pack. The pack of both tomatoes and corn is a heavy one this season. Canned salmon is moving freely at steady figures. Canned lobster is practically off the market.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 36	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 50	3 60
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Dried Fruits Are Light in Supply

Toronto.

DRIED FRUITS.—The amount of dried fruits on the market just now is extremely light, although new arrivals of prunes, apricots and raisins are expected shortly. Shipments are en route and these should be available now at any time. Prices are likely to be very strong. Peaches are not yet shipped. There have been no dried peaches or apricots on the market for some weeks. Seedless raisins are selling as high as 23 cents.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Peels, American—		
Lemon	....	0 44
Orange	....	0 45
Citron	0 47	....
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromendary, 3 doz. in case	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	....	....
Choice, 25-lb. box, peeled	....	....

Fancy, 25-lb. boxes	....	....
Practically peeled, 25-lb. boxes	....	....
Extra choice, 25-lb. box, peeled	....	....
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	....	0 20
Seedless, 16-oz. packets	....	0 23
Crown Muscatels, 25s	0 15¾	0 17
Greek Sultanas	0 25	0 27

Spot Tea Stocks Are Getting Small

Toronto.

TEAS.—The market is uncharged as far as teas on spot are concerned, but all primary markets continue to show steady advance. Supplies in distributors' hands are rapidly depleting, and of course new buying is at higher levels than present spot values. All Indian teas are very high just now, and the tendency is altogether upward, with the possibility of lower prices ruling for some time being very remote.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Quotations Steady and Firm

Toronto.

COFFEES.—Spot quotations on coffees are steady, with supplies in dealers' hands inclined to be light. There is a good demand for coffees, and the condition of the primary markets is steady and strong, the tendency being towards higher levels again, following the easier situation a few weeks ago.

Java, Private Estate	0 51	0 58
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Active Inquiry For Spices Continues

Toronto.

SPICES.—There is an active demand for spices, with prices ruling unchanged as compared with a week ago. White pepper is selling at from 48 to 51 cents, and black pepper at from 40 to 43 cents. There is a very strong market in cream of tartar at the present time, and supplies are none too plentiful. French pure cream of tartar is selling at 75 cents per pound, and American high test bulk is quoted at from 75 to 80 cents per pound.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 75
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

High Prices Now Rule on Nuts

Toronto

NUTS.—The market in nuts is very strong, and the outlook is for very high prices on all kinds of nuts this fall and winter. The fact that there are Southern peanuts being offered may have a tendency to ease the market in peanuts, but at present peanuts on spot are at higher figures than for some time past. Spanish peanuts, shelled, are quoted at 25 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 37
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88

Still Holding For High Honey Price

Toronto.

HONEY, MAPLE SYRUP.—The dealers are still not buying honey at all heavily. The growers are holding out for a higher price than the buyers desire to pay. Quotations on honey are very strong, ranging from 24 to 26 cents according to the size of the tins.

Honey, Clover—		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case		17 00
Wine qt. tins, 24 to case, case		16 00
Wine ½ gal. tins, 12 to case, case		15 00
Wine 1 gal. tins, 6 to case, case		14 00
Imperial 5 gal. cans, 1 to case, case		14 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Supplies of Rices Becoming Easier

Toronto

RICES.—Supplies of rices among the dealers are becoming easier. Arrivals of new Southern rices are helping the situation, but the demand for rices is so strong that lower prices are not likely for some time to come. The markets at primary points are very strong.

Texas, fancy, per 100 lb.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	....	18 00
Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	15 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	0 13¼	0 13½
Tapioca, per lb.	0 14½	0 15½

Bean Quotations Are Unchanged

Toronto.

BEANS.—There are no changes this week in the market for beans. Prices are steady and firm. Ontario 1 lb. to 2 lb. pickers are selling at $5 per bushel, and the hand picked at from $5.50 to $5.75 per bushel. Limas are very strong at 15 cents per pound.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 15

Apples in Barrels From $4.00 to $7.00

Toronto

FRUITS.—Quotations on imported fruits and domestic apples in barrels are for the most part steady with last week. California lemons are, however, higher at $8.50 per case. Apples by the barrel are selling at $7 for No. 1s; $6 for No. 2s, and from $4 to $5 for No. 3s. California Bartlett pears are selling at from $5 to $5.50. Tokay grapes are $3.25 per box, and Canadian grapes from 42 to 50 cents per basket. Cape Cod cranberries in barrels are selling at $12.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	7 00
150s and 126s	5 50	6 50
100s, 250s, 288s, 324s	4 00	5 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 50	6 00
Lemons, Messina Verdellis, box 300s	....	8 00
Do., California, 270s, 300s	....	8 50
Domestic peaches (about finished)—		
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jennetting, Pippin, No. 1	....	7 00
Do. No. 2	....	6 00
Do., No. 3	1 00	5 00
Nova Scotia Gravensteins, bbl.	....	5 25
Cal. Bartlett Pears, box	5 00	5 50
California Hardy, box	....	4 75
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	....	1 00
Oregon Prunes, box	1 65	1 75
Grapes, Cal., Malaga, crate	....	3 25
Do., Cal. Tokay	....	3 25
Can. Grapes, 6 qts. lenos	0 42	0 50
Casaba Melons, 6 to 8 in crate	....	3 50
Cranberry, Cape Cod, bbl.	....	12 00
Do., half barrel	....	6 00
Boxes	....	4 50
Can. Chestnut, peck	....	2 00

Flour Market Somewhat Unsettled

Toronto.

FLOUR.—The trade is not buying flour as freely as it was a few weeks ago. The market is somewhat unsettled at the present time, and the trade is holding back, with the expectation of lower prices. Dealers state, however, that such are not likely.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	**11 15**
In jute bags	....	**11 00**

Potatoes Are Now Arriving Freely

Toronto.

VEGETABLES.—Potatoes are ample for the demand, and new receipts are arriving daily. Delawares are selling at $2.75 per bag; Ontarios at from $2 to $2.25, and Ontario No. 2s at from $1.75 to $1.85 per bag. Eleven-quart baskets of tomatoes are selling at from 40 to 60 cents per basket, and egg plant at $1 per large basket. Pickling onions range from $1.50 to $2.25 according to the size of the basket.

Beets, bag	....	1 25
Cabbage, bbl.	....	2 50
Carrots, per bag	....	1 25
Lettuce, crate, 2 doz.	....	3 50
Onions, Yellow Danvers, 100-lb. sacks	....	5 00
Onions, 25-bag lots	....	4 50
Spanish Onions, large cases	....	6 00
Do., medium crates	....	3 50
Onions, pickling, according to size	1 50	2 25
Peppers, green, doz.	....	0 75
Do., red	0 50	1 00
Celery, doz.	0 45	1 00
Cauliflower, box, 12	....	3 00
Cucumbers, 11 qt. basket	....	0 50
Potatoes—		
Delawares, bag	....	2 75
Ontario, 90-lb. bags	2 00	2 25
Ontarios, No. 2s	1 75	1 85
Jersey Sweet Potatoes, hamper	....	2 25
Turnips, bag	0 30	0 40
Tomatoes, 11-qt. basket	0 40	0 60
Egg plant, 11-qt. basket	....	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	....	3 50

Millfeed Supplies Are Easier

Toronto.

MILLFEEDS.—The situation in millfeeds is easier as far as supplies are concerned, the export order for flour having helped conditions. Quotations are unchanged at $55.25 per ton for shorts, and at $45.25 per ton for bran.

Bran, per ton	....	45 25
Shorts, per ton	....	55 25

Rice Supplies Improving; Tapioca Very Scarce

Winnipeg.

RICE AND TAPIOCA.—Southern rices are coming onto this market plentifully. The prices asked are higher than expected, but the quality is exceptionally good. It is felt that the Southern rice will have a tendency to ease the market somewhat.

Tapioca is reported very scarce among the wholesalers.

Japan Rice, No. 1, 50-lb. bags	....	7 50
Siam, fancy hand, 50-lb. bags	....	7 00
Mikado, Japan, 50-lb. bags	....	5 75
Rice Flour, 100-lb. bag	....	10 25
Do., 4-lb. bags, 20 to bale	....	9 10
Sago, fancy white, sack lots	....	0 12½
Tapioca, pearl, in sack lots	....	0 15
Do., do., broken sacks	....	0 15½

Flour Prices Show No Change

Winnipeg.

FLOUR.—There is a good movement of flour reported during the week at unchanged prices.

Flour, Government Standard—		
98-lb. sacks	....	5 35
49-lb. sacks	....	5 45
24-lb. sacks	....	5 55

WINNIPEG MARKETS

WINNIPEG, Oct. 14.—There has been a generally firm feeling in the grocery market this week, with the prospect of advances in several lines. Notably is this the case in corn and corn syrup, while teas and coffees are also very firm, and beans are in much improved demand.

Prune Crop Is Overestimated

Winnipeg.

Early reports of the prune crop were thought to be the largest in the history by about seven hundred and fifty thousand pounds. Now that harvesting and drying of the crop is well under way, early estimates prove to be much too high.

The crop has matured unusually early and is running largely to small sizes, which reduces tonnage. There is also a greater shrinkage this year than in former years (which is unexplainable) from the fresh fruit to the dried product.

Advance Expected In Corn Starch and Syrup

Winnipeg.

CORN SYRUP AND STARCH.—Jobbers are looking for an advance in corn syrup and starch. Retailers are being advised to lay in their requirements for at least the net sixty days.

Cereal Prices Remain Unchanged

Winnipeg.

CEREAL.—Cereal prices are remaining practically unchanged at the following figures:

Dried peas, 100-lb. bag, per lb.	0 12	0 12½
Split peas, 49-lb. bags, per sack	0 10	0 10½
Corn meal, 49-lb. bags, per sack	....	2 65
Do., 24-lb. bags, per sack	....	1 32
Oatmeal, granulated, 49-lb. bags, per sack	....	3 05
Do., 24-lb. bags, per sack	....	1 55
Rolled oats, 90-lb. bags, per sack	....	4 50
Do., less quantities, per sack	....	1 60

Bean Demand Shows Improvement

Winnipeg.

BEANS.—The cooler weather has brought about a greater demand for beans. Both wholesalers and retailers notice considerable increase.

BEANS—		
Hand-picked, 100-lb. bags	7 75	8 00
California Limas, 100-lb. bags	0 14	0 15

All Grades Tea Advancing Rapidly

Winnipeg.

TEA.—All grades of teas are advancing very rapidly. Much higher prices are looked for on bulk teas.

It is said that package teas will have to advance their prices within the next few days.

At to-day's prices teas are very much below prices being asked in the Eastern provinces. All grades are good buying now.

Coffee Firmer; Slight Advances

Winnipeg.

COFFEE.—Coffee is not showing much change. There has been a slight advance of about one cent per lb. The market is quite firm.

Well-described coffee, especially, is held very firm.

It is felt by many that the frost has done much more damage to the Santos crop than was expected.

GREEN COFFEE—		
Santos, per lb.	....	0 38
Bourbon, per lb.	....	0 40
Maracaibo, per lb.	....	0 45
Mexican, per lb.	....	0 47

Hay Prices Are Unchanged

Winnipeg.

HAY.—There is a fair movement in hay at the present time. Prices are unchanged, as follows:

HAY (prices F.O.B. Winnipeg)—		
No. 1, Timothy	....	31 00
No. 2, Timothy	....	29 00
No. 1, Red Top	....	26 00
No. 2, Red Top	....	24 00
No. 1, Upland	....	24 00
No. 2, Upland	....	22 00

All Feeds In Good Demand

Winnipeg.

FEEDS.—There is a demand that more than accounts for the supply. Prices are unchanged.

Bran, per ton, carlots	....	40 00
Shorts, per ton, carlots	....	50 00

Fruit Prices Are Unchanged

Winnipeg.

FRUIT.—There have been no changes noted in fruit during the week.

Apples in boxes—		
Cookers	....	1 75
Snows	....	3 50
Jeffries	....	3 00
Wealthies	....	3 00
Alexanders, Duchess, Red Gravensteins	....	3 00
King Davids and Jonathans, box	....	4 00
Pears, Flemish—		
Beauty, per box	....	2 50
Canteloupes, standard crate	....	4 00
Do., box	....	1 75

Vegetables Are In Good Supply

Winnipeg.

VEGETABLES.—There is a good supply of vegetables on the market at present, selling at the following prices:

VEGETABLES—		
Potatoes, per bag	1 20	1 30
Turnips, per bag	....	1 20
Carrots, per lb.	....	0 03
Beets, per lb.	....	0 02
Cabbage, per lb.	....	0 01½
B.C. Celery, per lb.	....	0 12
Manitoba celery, per doz.	....	0 90
Cauliflower, per doz.	....	2 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 14.—Crisco has advanced 25 cents an 1s. and 3s, and 10c on 6s and 9s. Some brands of cigarettes are up $1.70 per thousand. Rolled oats are offered at $4.15 for 80s. Cheese is selling at 29 and 30 cents, with advances looked for. New laid eggs are selling at from $18 to $18.50. No. 1 storage eggs are from $17 to $17.50. B.C. pears, 2s and halves, in heavy syrup, are $10.50 per case. Bordeaux shelled walnuts, ½s, are 95 cents, and three crown Valencia shelled almonds are quoted at 67½ cents. These are due in two weeks. Heavy frosts have damaged local root vegetables still in the ground.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	0 12	0 14
Sago, lb.	0 11	0 14
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	....	0 56
Do., dairy, lb.	0 43	0 47
Lard, pure, 3s, per case	21 30	21 60
Eggs, new-laid, local	17 50	18 00
Do., candled, storage	....	16 00
Tomatoes, 2½s, standard, case	....	4 20
Corn, 2s, case	4 60	4 80
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	10 50
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 23
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	33 00
Oranges	....	7 00
Lemons	10 00	11 00
Grapefruit	....	8 00
Canteloupes, crate	....	4 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 14.—A good business before Thanksgiving is reported by local dealers. Collections are keeping up. New Brunswick cheese is higher at from 30 to 31 cents. Creamery butter is 56 cents. Canned goods are easier except canned fruit. Tomatoes are $4.20 per case, and peas $4.10. Canadian onions are $5. Fruits are easier, lemons selling at from $10 to $11; Gravensteins $3.50 to $6.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 91	0 92
Sugar —		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 29¾	0 30
Eggs, fresh, doz.	....	0 60
Eggs, case	....	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	....	0 56
Butter, dairy, per lb.	....	0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	...
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb. bags	....	5 00
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate	....	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

SET PRICE ON HOG PRODUCTS POSTPONED

Continued from page 42

impossible to get fat pork in Canada, and then to meet the demands of the lumber camps it must be obtained in Chicago, and sold plus duty and exchange, which added considerably to the cost.

The text of the new order made Saturday afternoon is as follows:

"The representatives of various packing houses having been heard with regard to the order of the 27th day of September:

The New Order

"The undersigned consider it expedient that the matter be fully considered by all the members of the board before the request for variations of the order be finally dealt with. Therefore, for the present they simply order that the words 'fifteenth day of October' where they occur in said order be changed to the 'first day of November.'

"Meanwhile, as Mr. O'Connor joined in the original order, the representations will be conveyed to him in order that he may be given an opportunity to express himself regarding the application.

"(Signed) H. A. Robson,
"James Murdoch."

LATE POTATO CROP IS GOOD

London Farmers Report That Shortage Will Not Be Great

London, Sept. 5.—Despite reports to the contrary the farmers of this district claim that the late potato crop is not as much of a failure as was at first believed, and that the recent rains have gone a long way towards helping the tubers. If no frost comes before the end of September, many farmers who came to the market yesterday claim the late crop this year will be nearly as good as it was last.

The early crop was a failure, owing to the dry weather of July, and this has kept the prices exceptionally high. When the late crop is taken up it is expected that the tubers will take a drop in price.

SKEENA RIVER HAS RECORD SALMON PACK

The run of sockeye is now over on the Skeena River. Recent information received from that district indicates that the pinks and chums are beginning to appear in small numbers. The fishermen report quite a large number of cohoes off the mouth of the river, but they had not started to ascend the Skeena by August 22.

The best in thirteen years, describes the pack on the Skeena for this season. Over 175,000 cases of sockeye have been packed by the canneries; and the total for all varieties amounts to 300,000 cases.

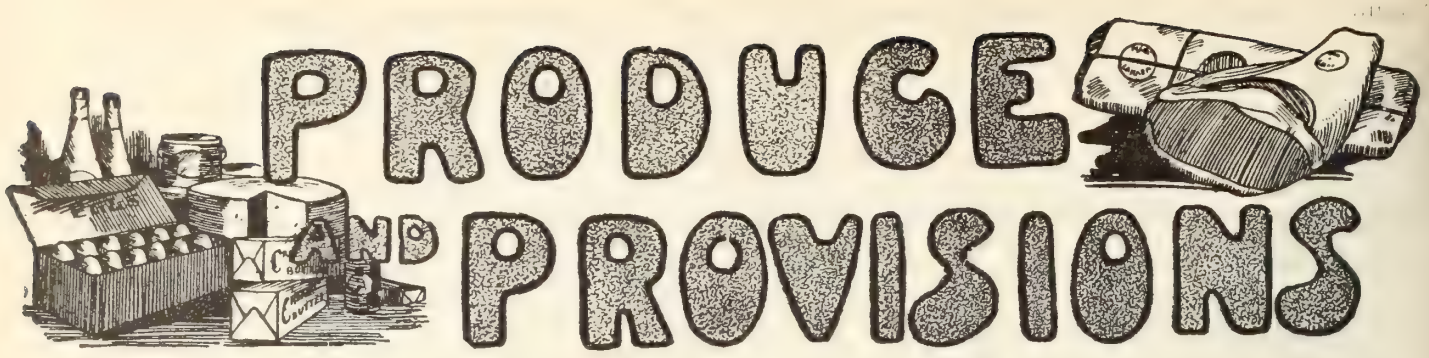
Up to date, the run of sockeye has been small on the Fraser River, although last Sunday several boats on the North Arm of the Fraser reported catches of as high as thirty to the boat.

TO ADVERTISE APPLES

For the purpose of increasing the general consumption of box apples, to persuade consumers to purchase by the box in order to take advantage of the bulk price, and to give preference to the "Big Y" brand, is the object of a $25,000 advertising campaign to be put on shortly by the Yakima Fruit Growers' Association.

THE WORLD'S COFFEE SUPPLY

World's Visible Supply	Bags
June 1, 1919	13,500,000
June 1, 1918	12,000,000
June 1, 1917	8,156,764
June 1, 1916	7,855,137
June 1, 1915	8,230,080



Set Price on Hog Products Postponed

No Change Enforced Till November 1 and in Meantime Thorough Investigation Will Be Conducted to See if Price Suggested is Equitable.

THE setting of the price on all pork products on a basis of the prices on March 10 last, which, according to an order of the Board of Commerce, given some time ago, would have become effective on Wednesday of this week, was postponed for two weeks. The Board of Commerce took this action on Saturday, following a lengthy conference with the representatives of the packing interests. As the order now stands, the new prices will become effective on November 1, unless prior to that time, after a thorough investigation of the case, the board decided to withdraw its order.

The stay in the order was granted in response to the arguments of the very serious effects that such a rule would have upon the great packing industry, and through them upon the hog producer. It was claimed that the imposition of such a rule would seriously cripple the industry, if not force the discontinuance of a business involving a capital of upwards of $100,000,000, and in which the four principal concerns employed more than 10,000 persons. The advisability of confirming the order, modifying it or rescinding it altogether, will be discussed by the whole board, including W. F. O'Connor, K.C., at Ottawa, and a ruling given some time before the first of next month.

It was decided on representation made by the packers on Friday, to give a further hearing of the case, and the whole question was re-opened before Judge Robson and Commissioner Murdoch Saturday morning in Toronto.

Buying and Selling Prices 6 Weeks Apart

James A. Law of the Canadian Packing Company, Toronto, placed before the Commissioners a chart proving that at the prices fixed by the board the packers would be compelled to sell at a loss. J. S. McLean of the Harris Abattoir Company, Toronto, pointed out that there was six week's difference between the buying and selling price of pork and the pork products. That is, the daily price to the consumer was based upon the cost of the hogs six weeks previously. Therefore, the prices of March 10—taken by the board as the basis for its order—were regulated by the price of hogs bought about February 1.

March Prices Due to Abnormal Conditions

To prove that these prices were by no means a standard, he explained that prior to the armistice and up until the middle of January, 1919, the British Ministry of Food had made huge monthly purchases, upon which the prices had been fixed. The packers had provided against this demand and were prepared to meet it, but, he said, during the latter part of January the British Ministry of Food had cancelled its orders, saying that it had more bacon than it could use, and refusing to allow the packers to ship any more into the English market. This, explained Mr. McLean, threw a vast quantity of meat upon the home market, so that prices ran away down. Naturally, as a result of these conditions the Canadian people were able to buy bacon cheaper, and it was on this cheaper price, fostered by unsettled export conditions, that the set price was to be fixed.

Largest Market Sets the Price

"The price is set by the demand of the largest market," replied Mr. McLean, who followed up his argument by stating that the prices paid by the packers on February 1 and August 1 varied by 9c per pound, although the selling prices on March 10 and September 6 were the same. In spite of this, he argued, the board wished to set an arbitrary price based upon the March 10 and September 6 prices. It could not be done, he contended.

Mr. McLean admitted that under normal conditions the Canadian trade was the backbone of the business, but, he added, for the last five years the export trade had obviously taken precedence over everything else, and in those years the export prices—which also regulated the domestic prices—had climbed from around 7 cents a pound to as high as 25 cents per pound.

He contended that if anyone was directly responsible for the high price of pork products it was the Governments of Canada and the United States, who had set the price of wheat in advance of the crop. "There never can be cheap meat so long as the price of grain is artificially fixed by the Government," he said.

Business Must Have Latitude

In appealing directly for relief from the board's order, Mr. McLean contended that local price-fixing—except when forced by the exigencies of a crisis, such as the war—had never worked out successfully. An order such as that made by the board, he said, would put the packers into a strait-jacket that would ultimately strangle the life out of the business. A thousand and one things, he continued, affected market conditions, so that a sales manager might be compelled to change his prices three and four times in a day. Few persons realized how keen competition was in the packing business. The packers had for years taken the live meat of the country and supplied it to the people dressed for food at a profit of a fraction of a cent per pound.

Small Packers Could Not Sell Cheaper

Mr. McLean took exception to the charge that the small packing house could and did undersell the larger. It was obvious, Mr. McLean maintained, that the butchers would not pay any group of packers 10 cents more per 100 pounds if they could get their meat cheaper elsewhere. "This is a cold-blooded business," he said, "and it only takes a margin of five or ten cents per 100 pounds to make or break the profits." The small packers, he admitted, might undersell over small local areas, but they would find it a very different matter to attempt to enter into competition with the larger houses in the Halifax market.

Mess Pork Must Be Imported at Season

Just prior to the close of the session Mr. Fox of the Davies' Company called attention to the difficulty of supplying Canadian mess pork during certain seasons at the price fixed by the board. There were times, he said, when it was

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Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 14—Hog prices have considerably firmed, the tendencies that have been manifest in outside markets also obtaining here. Select live hogs are quoted still at $18 and the offerings, being rather light, are readily picked up. Cured and cooked meats are quite active at unchanged prices. Lard is firmer, the undertone being stronger owing to the firming of hog prices. The range of local quotations is wider. Shortening is unchanged, as is also margarine. Creamery butter is marked two cents higher and a considerable export business is being conducted to United States points. There are indications that cheese prices may advance, the bidding of buyers being active and higher buying prices being paid. Eggs are very firm, and new-laids scarce. Poultry has been active this week and fish quotations—particularly on codfish and haddock, are tending downward. Business has been active.

Firmer Hog Markets; Selects Held at $18

Montreal.

FRESH MEATS.—The tendencies all the week have been firmer for hogs and the conditions here are similar to those in the other Canadian centres, as far as prices are concerned. The deliveries have been smaller, as a rule and the better grade hogs are commanding ready sale at full prices.

While the cattle movement is steady, there does not seem to have been a decidedly heavy movement. Prices are quite steady.

FRESH MEATS—		
Hogs, live	....	$18 00
Hogs, dressed—		
Abattoir killed, small (heads off).		
65-90 lbs.	26 50	27 00
Sows (heavy)	22 00	23 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Spare ribs	0 23	0 24
Trimmed shoulders	....	0 29
Pork sausage (pure)	....	0 26
Farmer sausages	....	0 22

Fresh Beef— (Cows)		(Steers)	
$0 20	$0 22	..Hind quarters..	$0 26 $0 27
0 12	0 14	..Front quarters..	0 14 0 16
....	0 27	..... Loins	.... 0 34
....	0 23	..... Ribs	.... 0 25
....	0 11	.... Chucks	.... 0 14
....	0 18	..... Hips	.... 0 22

Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), lb.	....	0 16

Ready Sale Obtained For Good Cured Meats

Montreal.

CURED MEATS.—The movement of smoked hams has been quite heavy and at prices that indicate a steadier undertone than that obtaining a week ago. With hog prices firmed, it is not likely that the immediate markets for cured meats will decline materially. Supplies are ample to meet all requirements.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 40½
14-20 lbs.	0 39	0 40
20-25 lbs.	....	0 37
25-35 lbs.	....	0 29
Over 35 lbs.	....	0 28
Bacon—		
Breakfast	0 44	0 52
Windsor	....	0 51
Cottage rolls	....	0 35
Picnic hams	....	0 29
Barrel Pork		
Canadian short cut (bbl.) 30-40 pieces	....	60 00
Clear fat backs (bbl.) (46-50 pieces	....	63 00
Heavy mess pork (bbl.)	....	51 00
Plate Beef	....	32 00
Mess Beef	....	32 00
Bean Pork	....	48 00

Is Fair Demand For Hams and Cooked Meat

Montreal.

COOKED MEATS.—At quotations which reveal little or no change from the basis obtaining last week, the demand is quite satisfactory for cooked meats, and for cooked and roast hams in particular. The easing tendencies which have obtained for some time are seemingly stayed for the moment, the hog market's strength being a factor.

Head Cheese	....	0 13½
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 60
Hams, cooked	....	0 58
Shoulders, roast	....	0 45
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

Lard Has a Firmer Undertone; Good Seller

Montreal.

LARD.—The undertone is markedly firmer this week and this is attributable, of course, to the firmness manifest in the hog markets. Supplies are ample, but there is a lively demand and consumers appear to prefer this product to some of the substitutes, one produce wholesaler stating that the movement of lard, with him, clearly indicated this. It will be noted that the spread of quotations is wider, and somewhat higher.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 31	0 31½
Tubs, 50 lbs., per lb.	0 31¼	0 31¾
Pails, 20 lbs., per lb.	0 31½	0 32
Bricks, 1 lb., per lb.	0 33½	0 34

No Mark-Ups, But Shortening Firm

Montreal.

SHORTENING.—The market, while not changed quotably, is a firmer one, and there is no suggestion of declines. The sales are fairly satisfactory, but as the difference of price between lard and this commodity is not great, sales are less than they sometimes prove to be when this difference is greater.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29
Tubs, 50 lbs., per lb.	0 29¼	0 29½
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	....	0 32

Little of Interest In Margarine Market

Montreal.

MARGARINE.—There will be heavier sale for margarine when the weather conditions become more settled to a lower range of temperatures. At present the selling is fair, and it is anticipated that the product will be in popular demand in this market, permanently. Supplies are quite ample to meet the trade requirements.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Two Cents Added To Price of Best Butter

Montreal.

BUTTER.—With demand from outside points keen, and with prices paid even better than those obtaining here, the market has advanced locally two cents per pound for creamery grade. A great deal of creamery butter is being shipped to the United States, and the undertone is decidedly strong. Even wholesale buying prices were marked up 1⅞c per pound. Competition among buyers is keen. The receipts show a decided falling off, and the outlook is for even further advances.

BUTTER—		
Creamery, prints, fresh made	....	0 60
Creamery, solids, fresh made	....	0 59
Dairy, in tubs, choice	0 49	0 50
Dairy prints	0 50	0 51
Bakers'	0 45	0 47

Will Cheese Go Higher; Keen Competitive Buying

Montreal.

CHEESE.—It will be no surprise if cheese is marked up, for the keen competitive buying of the present has resulted in high prices being paid for actual deliveries, and CANADIAN GROCER understands that as much as 26½ to 27c was paid this week for stock to go forward to the Old Country. Consumptive demand, locally, is said to be very satisfactory, and prices are held firmly without change.

CHEESE—		
New, large, per lb.	0 27	0 28

Twins, per lb.	....	0 28½
Triplets, per lb.	....	0 29
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 32

Firm Are Egg Prices With New Laids Scarce

Montreal.

EGGS.—There is much strength of undertone, although no actual changes have been made in the quoted basis. Storage eggs are now moving out to the consumer in larger quantities, for the receipt of new-laids is naturally narrowed, and it will be well into November before there is a large delivery of these. The Thanksgiving trade has naturally made heavy demand upon local stocks.

EGGS—		
No. 2	....	0 50
No. 1	....	0 56
Selects	....	0 63
New laids	....	0 68

Demand Some Better For Holiday Poultry

Montreal.

POULTRY.—There has been considerable—though not excessive—demand for poultry, and turkeys and select fowl have been leaders, while geese and ducks have also been active sellers. The receipts have been fair, and prices are nominal, in a sense, the quality of the product calling for a grading of stock by the producers, when received.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (live)—		
(Buying Prices)		
Chickens, light weights	0 17	0 18
Heavy weights	0 21	0 23
Ducks, young	0 17	0 18
Old	....	0 15
Geese	0 15	0 20
Live—Old fowl	0 17	0 24
Roosters	....	0 15
Turkeys	....	0 35

Codfish Rule Easier; Will Be Big Season

Montreal.

FISH.—An active trade is reported for fish, and all that is now needed to assure the trade a steady demand is cool weather conditions. An easier tendency obtains for codfish and also for haddock, there being freer supplies of these. Other fish are inclined to rule on more moderate price basis, although there is decided strength to salmon and halibut, they being near the end of the running season. Oysters have not moved with steadiness, as yet, and the tendency on these is lower with the producers.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ¼ per 100	....	1 75
Crushed Oysters Shell, 100-lbs.	....	1 50
Paper Oyster Pails, ½-lb. per 100	....	2 25

ONTARIO MARKETS

TORONTO, Oct. 17—The market in fresh meats is still inclined to be easy and hams and bacon also continue at the lower levels. Both butter and eggs are slightly higher this week. Lard is steady, but shortening shows a stronger tendency.

Fresh Meats Steady At Easier Levels

Toronto.

FRESH MEATS.—The market for fresh meats is steady. Quotations on live hogs are holding around $17.75 to $18 on the fed and watered plan. Fresh pork cuts are practically unchanged from a week ago, legs of pork up to 18 pounds selling at from 33 to 35 cents, loins of pork at from 37 to 38 cents, and tenderloins at 47 cents. Beef is selling at from 15 to 25 cents for the hind quarters, and at from 14 to 16 cents for the front ones. Spring lamb is selling around 20 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 75
Live, f.o.b., per cwt.	....	16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 33	0 35
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	....	0 47
Spare ribs, lb.	....	0 14
Picnics, lb.	....	0 26
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 30
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 25
Front quarters, lb.	....	0 16
Ribs, lb.	0 09	0 14
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 22	0 32
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, lb.	....	0 15
Spring lamb, lb.	....	0 20
Sheep, whole, lb.	0 10	0 13
Above prices subject to daily fluctuations of the market.		

Cooked Meats Hold At Steady Prices

Toronto.

COOKED MEATS.—Prices of cooked meats are steady with last week. Boiled hams and roast hams are selling at 58 cents. Jellied ox tongue is selling at the same figure. There is an active demand for all cooked meats.

Boiled hams, lb.	....	0 58
Hams, roast, without dressing, lb.	....	0 58
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 58
Pork and Tongue, lb.	....	0 35

Above prices subject to daily fluctuations of the market.

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS.—The easier prices on hams and bacon announced last week are unchanged. There is a brisk demand for both hams and bacon, with the tendency in prices downward. The lower quotations on live hogs are beginning to be reflected in the prices of hams and bacon. Medium hams are selling at from 40 to 42 cents, and large hams at from 35 to 37 cents. Breakfast bacon is selling around 46 to 52 cents for the best bacon.

Hams—		
Medium	0 40	0 42
Large, per lb.	0 32	0 37
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	0 51	0 52

Boneless, per lb.	0 53	0 54
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 30
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 33	0 34
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	45 00	46 00
Short cut backs, bbl. 200 lbs.	....	60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Fresh Creamery Prints Higher

Toronto.

BUTTER.—Fresh creamery prints are selling to the trade at from 57 to 59 cents. The market for butter is decidedly firmer. There is a very active demand for it for domestic account, but the export inquiry is very light.

Creamery prints (fresh made)	0 57	0 59
Creamery solids (fresh made)	....	0 57
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Cheese Is In Brisk Demand

Toronto.

CHEESE.—Cheese is selling freely just now, with a brisk demand for both the large cheese and the Stiltons. Prices are unchanged from last week.

Cheese—		
Large	....	0 28
Stilton	....	0 31

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Ruling Higher

Toronto.

EGGS. — The market for eggs is stronger, with prices ruling from 1 to 2 cents higher than last week. No. 1 storage eggs are selling at from 59 to 61 cents, and special new laids in cartons at from 65 to 67 cents.

Eggs—		
No. 1 storage, doz.	0 59	0 61
Special new laids, in cartons, dz.	0 65	0 67

Prices shown are subject to daily fluctuations of the market.

Lard Holds At 30 1-2 Cents Per Lb.

Toronto.

LARD.--Lard is steady, selling at from 30 to 30½ cents per pound on the tierce basis. There is an active demand for lard.

Lard, tierces, 400 lbs., lb.	0 30	0 30½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Prices Are Little Higher

Toronto.

SHORTENING. — The market in shortening is inclined to be a little stronger, although most dealers are quoting it at from 27½ to 28 cents tierce basis.

SHORTENING—		
Tierces, 400 lbs., lb.	0 27½	0 28

Oysters Have Active Inquiry

Toronto.

FISH.--There is a good inquiry for fish, and oysters particularly are moving briskly. Prices to the trade are for the most part unchanged from last week. Chicken halibut is selling at from 21 to 22 cents per pound, and medium halibut at from 22 to 23 cents. Salmon is selling at 30 cents per pound. Fresh lake fish are steady.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	....	0 30
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 09	0 10
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14
White fish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Prices Steady and Firm

Toronto

POULTRY.—The demand for poultry is very active, both before the holiday and since. Receipts of chicken, ducks and geese are fairly heavy, but turkeys are being offered so plentifully. Prices are very firm.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old lb.	-$0 30	-$0 35
Do., young, lb.	- 0 35	- 0 40
Roosters, lb.	- 0 16	- 0 20
Fowl, over 5 lbs.	- 0 20	0 25- 0 28
Fowl, under 3½-5 lbs.	-	0 20- 0 25
Spring chickens, live	- 0 20	0 23- 0 28

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	$0 32	$0 35
Do., light	....	0 33
Chickens, spring	0 32	0 35
Ducklings	....	0 35
Turkeys	0 40	0 40

WINNIPEG MARKETS

WINNIPEG, Oct. 14.—There is a very strong feeling in eggs in this market, which has resulted in some advances, and prices are holding firm at higher prices. Butter also is very firm, indeed, with a limited supply.

Pork Products Are Unchanged

Winnipeg.

PORK.—There have been no change in pork products during the week.

Selects	16 50	17 00
Heavies	13 50	14 50
Lights	15 00	16 00
Sows	11 00	12 00

Butter Holds Very Firm

Winnipeg.

BUTTER.—There is a comparatively limited supply of butter at the present time, and prices are very firm.

BUTTER—		
Creamery, bricks, 1s	....	0 56
Creamery, solids, 1s	....	0 55
Choice bricks	....	0 54½
Do., solids	....	0 53½
Dairy butter	0 40	0 42
Margarine, 1s	....	0 36

Eggs Firm At Higher Figures

Winnipeg.

EGGS.—Eggs are very scarce indeed on this market, and prices show slight advances, with the market very firm at the higher figures.

EGGS—		
Specials, cartons, per doz.	....	0 57
New laid, candled, per doz.	....	0 51

Cheese Prices Show Advance

Winnipeg.

CHEESE.—Cheese just now is considered good buying. Retailers are advised to stock up for their winter requirements before the frost gets too severe. Prices are somewhat higher.

CHEESE—		
Manitoba, large	0 29½	0 30
Do., twins	0 30	0 30½
Ontario, large	0 31½	0 32
Do., twins	0 32	0 32½

Fish Plentiful; Prices Unchanged

Winnipeg.

FISH.—There have been no changes in fish prices during the week. Supplies are good.

FISH	
In Brine—	
Labrador Herrings, half bbls., each	0 00
Can. Herrings, 25-lb. pails	2 25
Pickled Lake Superior Herrings, 10-lb. pails, each	1 15
FROZEN FRESH FISH	
Halibut, large	0 15
Do., medium	0 16
Jackfish	0 10
Salmon	0 19
Whitefish, case lots	0 10
Do., broken case	0 11
SMOKED FISH	
Floaters, Eastern, per case	2 90
Do., Western, per case	2 20
Haddies, 30-lb. cases, per lb.	0 15
Kippers, Eastern, 20 count, per count	1 85
Do., Western, 20-lb. boxes	2 25
SALT FISH	
Steak Cod, 2s, per lb	0 16
Blue Nose Cod, 20 1s and 2s	0 15½
Acadia Cod, 1s and 2s	0 16
Salt Herring, ½-bbl.	7 00
Do., 20-lb. pails	1 75
Do., 10-lb. pails	0 90
Holland Herring, milkers, per kg.	1 50
Do., mixed, per keg	1 40

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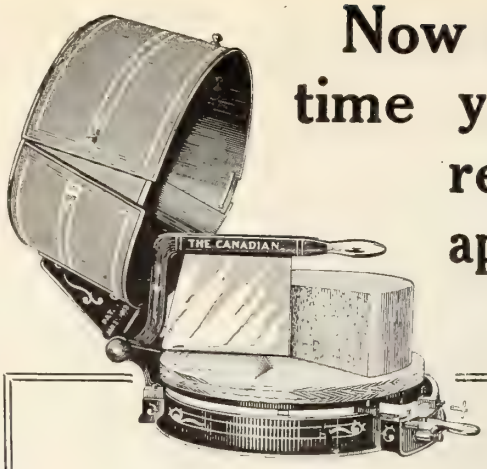

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MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding the grocery stores, and H.P. is replacing the oldest ones on the best tables. Brisk sales—liberal profits—in.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

Marsh's Grape Juice

When your customers ask for a delicious, invigorating, healthful beverage you can make no better recommendation than Marsh's Concord Grape Juice. You will find customers very pleased with its flavor and you will be none the less pleased with the profit on its sale. Let us have your first order to-day.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:

The MacLaren Imperial Cheese Co., Limited
Toronto

IT'S DIFFERENT

Brodie's XXX Self-Raising Flour is entirely different from other such products. It makes better biscuits and yet goes farther and costs less.

Remember These Points

When you recommend it to your customers they will appreciate the information. Brodie's XXX Self-Raising Flour will help to increase your sales, make good profits and satisfy your trade.

Order your supply from your nearest wholesaler or
Write direct to

Brodie & Harvie, Limited
MONTREAL

CHOCOLATTA

Be sure that you have a good stock of CHOCOLATTA on hand. This is the season of the year when the "Made in a Minute" pure Chocolate drink will be most appreciated by your customers. If, by some chance you are not already stocking CHOCOLATTA, write us for full details.

THE NUTRIENT FOOD CO., LIMITED
1266 Queen St. W., Toronto

Prices, Calories and Value

Weigh those three factors and you will be convinced

As you know, the calorie is the recognized measure of nutriment in foods just as the pound is for weight, the yard for length. Brunswick Brand Sardines contain a higher percentage of calories than any other canned fish and the price is no higher. It is easy, therefore, for you to make an estimate of the value of Brunswick Brand. You just have to remember that the higher the calorie for the same price, the better the value of the food.

CONNOR BROS., LIMITED

BLACK'S HARBOR, N. B.

Canada Beaver Brand Brooms

Win by a **"Sweeping"** majority over other brands.

Why shouldn't they?

Their record for unequalled service and quality makes them the choice.

Canada Beaver Brand Whisks, Brushes and Toy Brooms are just as good.

Order now.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber - London

Furnivalls

a name that signifies "repeat" quality in the jam world. Are you thoroughly acquainted with Furnivall selling quality?

FURNIVALL-NEW.
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS—**The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

blication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver

CANADA'S PROSPERITY RESTS WITH *YOU*

Continued Business Activity and Good Wages Depend on Canada's New Victory Loan

DURING the past four years Canada's prosperity has been due largely to orders from Great Britain and our Allies.

Canada was able to obtain these orders because she advanced credit to these countries.

Canada was able to give this credit only because you bought Victory Bonds.

Great Britain, with France, Belgium, and other Allies, are now prepared to place large orders with us for the products of our factories, farms, forests and fisheries—provided Canada again gives them credit.

Credit must be given if we are to have any guarantee of good times and good wages. But our workers on these orders must be paid their wages in cash; so, much of the money that you invest in Victory Bonds will go out in wages to Canadians.

You will be absolutely protected—you will get a good rate of interest and all of your money will be paid back at the time stated in the Bond.

Every cent will be spent in Canada, and ultimately circulate to the benefit of all.

Canada can give this credit only if you again buy Victory Bonds.

If Canada is not able to give this credit, other countries will.

Therefore Canada's continued prosperity rests with you.

Victory Loan 1919

"Every Dollar Spent in Canada"

Issued by Canada's Victory Loan Committee, in co-operation with the Minister of Finance of the Dominion of Canada.

Thousands of Footsteps
You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements.

Contrast this method of oil handling with a

BOWSER ESTABLISHED 1885

Oil and Gasoline System

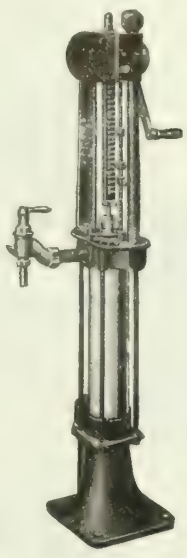
a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser Co., Ltd. -:- 66-68 Frazer Avenue TORONTO, ONT.
Sales Offices in all Centers Representatives Everyerwheree

For Gasoline, Kerosene and Other Oils



KING GEORGE'S NAVY

CHEWING TOBACCO

Sells regularly and profits the dealer

Your sales of King George's Navy will be very profitable sales because this easy selling "chew" gives you a good margin and always "repeats." There is a deliciously "different" texture about every bit of King George's Navy that appeals to the discriminating weed lover.

Show a little King George's display in your store now and watch how it will attract the men.

Rock City Tobacco Co., Ltd.

He Keeps the Big Numbers on File

MR. A. W. CRAWFORD, of the Crawford Company, Soda Water Flavors and Fountain Specialties, 331-333 St. Antoine Street, Montreal, is a firm believer in the value of specialized business papers. In connection with CANADIAN GROCER, Mr. Crawford thinks enough of the big Feature Numbers to retain them on a hook in his office, and so placed as to be within convenient reach from his desk chair.

In speaking with Mr. Crawford a few days ago, CANADIAN GROCER was informed that, not only were the advertising pages closely scanned in each issue as received, but that markets on such lines as were used by the firm were also checked up and that these proved interesting as well as helpful. Sometimes these numbers have been passed on to interested parties—in one case to a party who contemplated the manufacture of a special product, and who wished to reach a list of desirable prospects.

Mr. Crawford has done much travelling and has thus gained a great deal of wide experience, but he values CANADIAN GROCER in another way, and believes that grocers, in general, should read it. "Your articles on the cost of doing business are splendid and I think that there are many grocers who really do not know what their goods cost. These special articles that you publish are splendid and I am always interested in them."

Last year's Annual Fall issue was hanging still in a handy place in his office.

Manufacturers and wholesalers will find the Fall, Christmas and Winter number this year a most important guide for the trade during the coming months.

Early forms now closing—last form Oct. 25. Ask for particulars.

CANADIAN GROCER

143-153 University Ave., Toronto

Malcolm Milk Products

Repeat orders from satisfied customers are most gratifying. Merchants who recommend "Malcolm Milk Products" can always count on repeat orders and increased customer satisfaction.

To Grocers in Ontario, Quebec and the Maritimes we will ship 5-case lots or more with freight prepaid up to 50c per 100-lbs.

Handsome profits are being netted daily by merchants who handle "Malcolm" All-Canadian MILK Products. Their delicious goodness has won the hearts of Canadian housewives.

Made in Canada from Canadian milk by Canadian workmen, in a Canadian factory built and maintained by Canadian capital.

Keep the money at home. Support home enterprises. Sell Malcolm's—the milk products that will please your customers.

THE
MALCOLM CONDENSING CO., Ltd.
St. George, Ontario

All-Canadian Condensed Milk Company

A Quick Seller With Big Profits

PREPARE FOR A BIGGER BUSINESS THIS COMING WINTER IN THE MARMALADE LINE.

With the scarcity of sugar and high price of fruits there is bound to be less jams used in the homes. This means a bigger-than-ever demand for—

Shirriff's

[True Seville] Orange Marmalade

Made by experts from real Seville oranges and pure cane sugar, Shirriff's has won a place in the homes of the most discriminating women.

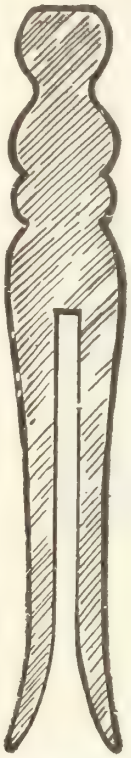
Make an attractive display of Shirriff's on your shelves to attract those who may not yet know the excellence of this product.

Place your order to-day—We shall fill it promptly.

IMPERIAL EXTRACT COMPANY, - TORONTO
Selling Agents for Canada: Harold F. Ritchie & Co., Toronto and Montreal

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



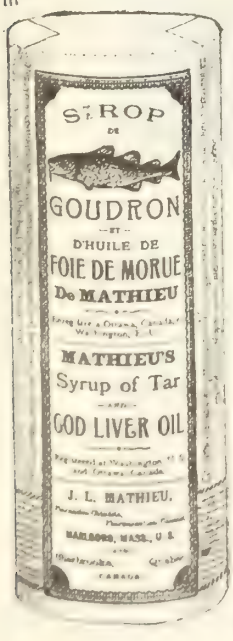
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Prepare for Cold Weather

when resultant colds and grippe, etc., mean an increased demand for a thorough, reliable remedy such as



MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Wherever it has been displayed it has always proved a good seller. Of course there is an all-year-round demand but we advise a particularly large order at this season. Send us the order to-day and join the profit-makers.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
[illegible] each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2c, $8.96; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $1.90; 1s $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work

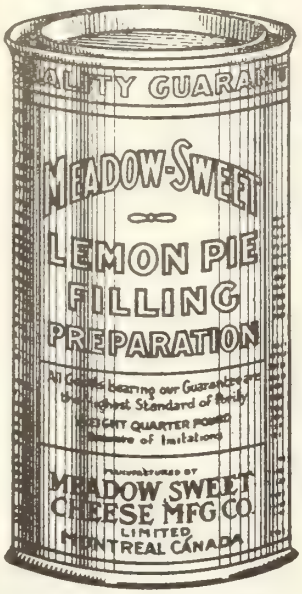
Let Your Customers Depend on You for the *Best* in Brushes

Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

Made in one of the largest brush factories in the world, with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.

T. S. SIMMS & CO., Limited
ST. JOHN, N. B.
Branches: Montreal, Toronto, London



The New Lemon Pie Filling

It's different from all others

Contains enough filling for

4 Pies

A quick seller. An attractive package. Be the first in your town to stock this new product. Order from your wholesaler.

Or

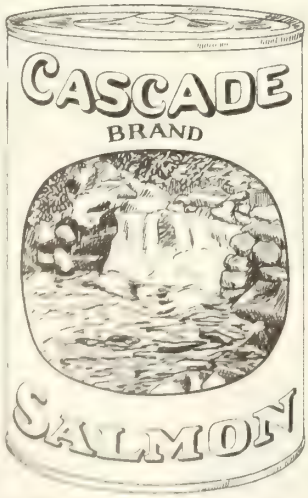
Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

Meadow Sweet Cheese Mfg. Co.
Montreal

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.25; Mulligatawny, $1.25; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincement (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (i nglass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5. 2 tins, 37½ lbs. each	26 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

Prunes

We are now selling prunes for delivery out of the new crop—which we expect along in a few weeks. The prices are higher than last year's opening but what isn't high in dried fruits this season. The European demand last Spring and Summer pushed the market up to a dizzy height, and prices for the present crop, while not anything like as high, are no doubt based very largely on the figures obtainable for the tail end of last year's crop.

We make no predictions for the future about prunes.

You makes your choice and pays your money.

Santa Clara	-	20 - 30	25s	-	32
"	-	30 - 40	25s	-	27 ½
"	-	40 - 50	25s	-	24
"	-	50 - 60	25s	-	19 ¾
"	-	60 - 70	25s	-	18 ½
"	-	70 - 80	25s	-	17 ¼
"	-	80 - 90	25s	-	16 ¼
"	-	90-100	25s	-	15 ½
"	-	100-120	25s	-	13 ¾

50 lb. boxes quarter less

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Nippy Mornings

usher in the pancacke season and pancakes call for syrup.

Mapleine

makes delicious "mapley" tasting syrup and costs but $1.02 a gallon. Customers will be glad to learn of this saving—recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring, too—in all sweets and desserts.

Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-452

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 65
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs	3 10
Pure Lye, case of 4 doz.....	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.....	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.....	2 75
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 86

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.....	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00

JONATHANS

The First of the Western Box Apples

Growers of Western apples are launching a tremendous advertising campaign all through the country. This will certainly create a big demand for box apples. Get in on this at the start. Jons is the first variety to move. October is the month for them. Order now.

Red Emperor Grapes

Extra fine quality. Packed in drums.

Barrell Apples—Spanish Onions
Sweet Potatoes—Oranges—
Grapefruit
Haddies and Oysters

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

CALIFORNIA TOKAY GRAPES

Are now coming freely and quality fine.

Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.

Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

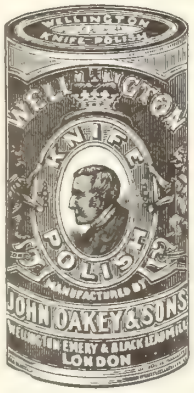
SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO c.
100 Emerson Place Brooklyn N. Y.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

Sani-Flush
(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Stains and sediment in the closet bowl are dissolved by ***Sani-Flush.*** The action is entirely different from that of soap powders and cleansers.

Every woman knows that the cleaning of the closet bowl is a peculiar problem. A preparation which does the work easily and effectively is regarded as a blessing.

You serve your customer a good turn when you sell her a can of ***Sani-Flush.***

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO

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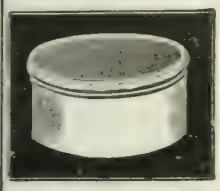
BUYERS' MARKET GUIDE
Latest Editorial Market News



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Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

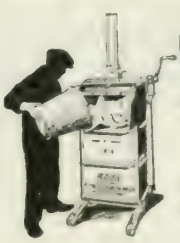
"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

SUGAR ADVANCES 25 CENTS PER CWT.

One Montreal refinery has advanced its quotation on granulated sugar to $11.46 per cwt., Toronto delivery. This is an advance of 25 cents as compared with a week ago. The other refiners continue at unchanged figures. There continues a very heavy demand for sugar, but supplies have been a little easier, and it is felt that there is no actual want, because of the stringent conditions. It may be that the trade cannot secure all they want, but with care as to distribution, there is an effort to keep everybody supplied.



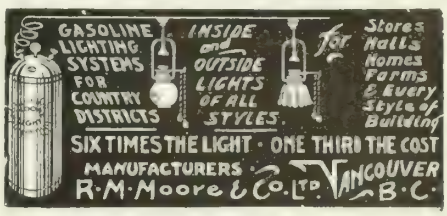
CLIMAX PAPER BALERS

ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue.
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577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INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

SALT

All Grades--Carloads
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—FIFTY OR ONE HUNDRED GALlon Bowser oil tank. State lowest cash price. Box 564, Havelock, Ont.

WANTED — A RELIABLE, EXPERIENCED grocery salesman. State salary and references. Box 85, Hespeler, Ont.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENTS WANTED

JOBBERS WANTED TO HANDLE NEW STOVE polish. Quality goods. Low prices. Write Henderson Co., South Oshawa, Ont.

AGENCIES WANTED

A RESIDENT OF P.E.I. WANTS POSITION as travelling salesman for the Island. Box 748, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A GOOD AGENCY FOR QUEBEC City and District, grocery, chocolates and candy. Box 746, Canadian Grocer, 143 University Ave., Toronto, Ont.

AGENCIES WANTED — PRODUCTS FOR wholesale distribution and mail order articles of merit desired. Send full particulars. L. E. Rues, manufacturers' agent, 5 Couillard St., Quebec.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock $15,000 can be reduced. Fixtures $1,550. Buildings $2,800. Annual turnover $60,000. Net profits over $7,000 per annum. Post Office in connection brings over $700 a year. Town in the centre of a mixed farming district. $8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

TORONTO

The Grocer of to-day must keep in close touch with market prices. If you are a reader of

CANADIAN GROCER

which contains latest list you will be better able to carry on your business.

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

A Butcher is known by the sausage he sells

HOW much you sell, Mr. Butcher, depends on *what* you sell. Inferior products lose sales; one bad sausage sale means loss of trade and an uphill climb to regain confidence. Feature Davies Products—they're known and trusted. And this is a good time, now, when the mornings are cool, to display, prominently, on your provision counter Davies Pork Sausage. They're good all through.

DAVIES QUALITY PORK SAUSAGE

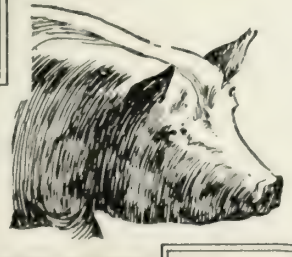
Are made from carefully selected pork cuttings—and made *right*.

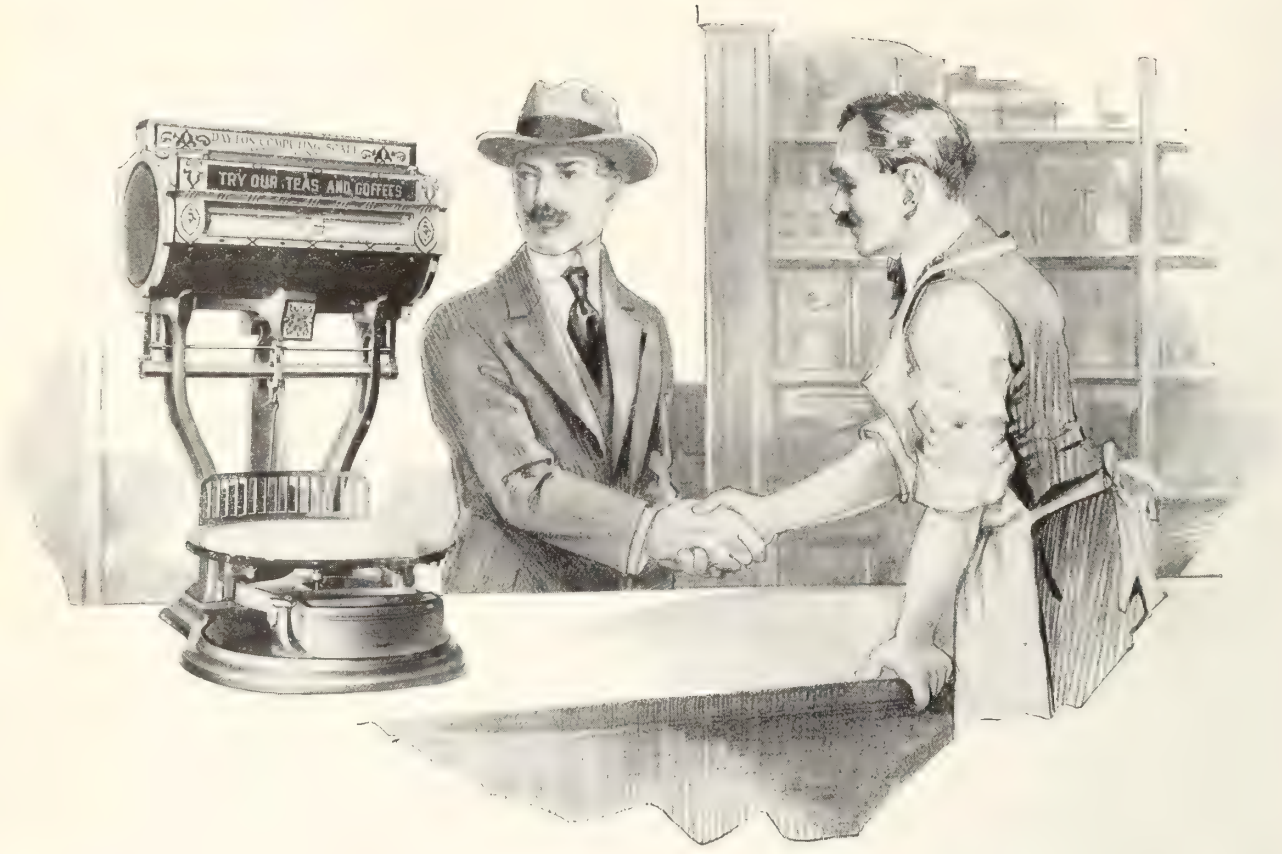
Davies Pork Sausage taste mighty good these cool mornings. Serve piping hot for breakfast, and you'll say it's the best dish you ever sat down to.

Tell your trade about Davies Pork Sausage (and other products, too); they'll like them—and come back for more.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO -- MONTREAL





"Congratulations, John, that new Dayton looks fine"

Your best customer will say it. The wholesaler's traveller will say it. The landlord will say it. The banker will say it. At least, they will certainly think it. Remember—more people know about the Dayton Scale than you think. Know that it means absolutely fair and correct weight. Know that it ensures the merchant getting his fair profits. That it does all his price calculating for him—instantly. And knowing this, everyone will have more confidence in you, your judgment, your goods, your success—when they see that new Dayton in your store.

Remember, everyone likes to deal with a successful merchant.
Let us send you our new illustrated catalogue to-day.

Dayton Computing Scales

FRANK E. MUTTON
Vice-Pres. and General Manager

Sales Offices in All Principal Cities

Royce and Campbell Avenues
TORONTO

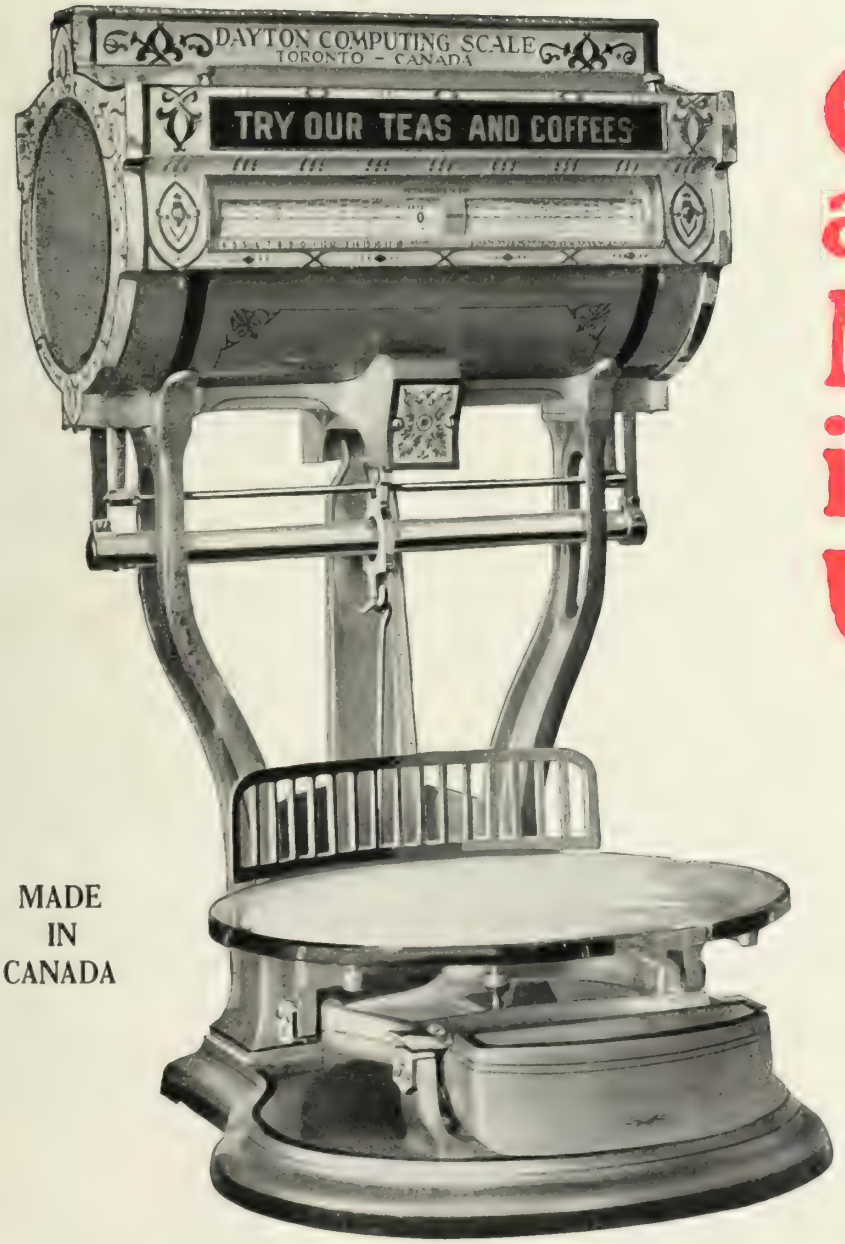
Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, OCTOBER 24, 1919 No. 43



Over a Million in Use!

MADE IN CANADA

Made by International Business Machines Co., Limited Toronto

"If it's a Dayton—it's Right"

Welch's

Introducing the Welch line of Niagara Fruit Jams to be marketed to the retail trade thru the usual Welch distributors

IN the manufacture of our fruit Jams we have maintained the WELCH standard of high quality, and our original process has enabled us to offer the trade a line of "Welch Fruit Specialties," each product an improvement over the usual variety of jams.

Welch method of production enables us to quote our fruit Jams at a selling list that permits the marketing of our products to the consumer at reasonable prices, at the same time giving the retailer a profit of 25%.

Our Jams are packed in 15 oz. Glass Jars and 4 lb. standard Tin Pails, and Grapelade in an assortment of sizes.

GRAPE-RASPBERRY FRUITLADE—A taste of this fruit Jam in comparison with the usual Raspberry will give you the opportunity of discovering the *real Raspberry* flavor of our product. (Welch's always maintain the true fruit flavors; it is part of our process.) The small percentage of seeds is a distinct selling feature.

GRAPE-BLACK CURRANT FRUITLADE—Not Black Currant Jam with which you are familiar, but a wonderfully improved product, free from *blow, seeds and skins,* smooth and palatable with a delicate flavor that pleases.

PLUMLADE—A pure fruit Plum Jam, without skins or seeds.

PEACHLADE—A pure fruit Peach Jam, made in a different way.

GRAPELADE—"Real Honey of Grapes." Many Retailers are successfully selling Grapelade. We have secured wide distribution. Newspaper advertising has been carried on in some territories and a consuming demand created. We promise further advertising for this season, and also offer Grapelade in 15 oz. glass jars in addition to the four sizes of tins.

EFFECTIVE in the Provinces of Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island, and the City of Winnipeg

Size Container	Retail Price Per Jar	Varieties		Per Doz.
15 oz. glass jar	$ .35	Peachlade	(2 doz.)	$3.15
4 lb. standard tin	1.10	Peachlade	(1 doz.)	10.00
15 oz. glass jar	.35	Plumlade	(2 doz.)	3.15
4 lb. standard tin	1.10	Plumlade	(1 doz.)	10.00
15 oz. glass jar	.40	Grape-Rasp. Fruitlade	(2 doz.)	3.50
4 lb. standard tin	1.20	Grape-Rasp. Fruitlade	(1 doz.)	11.00
15 oz. glass jar	.40	Grape-B. Cur. Fruitlade	(2 doz.)	3.50
4 lb. standard tin	1.20	Grape-B. Cur. Fruitlade	(1 doz.)	11.00

Size Container	Retail Price Per Jar	Varieties		Per Doz.
15 oz. glass jar	$ .40	Grapelade	(2 doz.)	$3.15
9 oz. glass jar	.25	Grapelade	(2 doz.)	2.20
No. 1 standard tin	.25	Grapelade	(3 doz.)	2.25
No. 2 standard tin	.50	Grapelade	(2 doz.)	4.37½
No. 2½ standard tin	.70	Grapelade	(1 doz.)	6.25
4 lb. standard tin	1.10	Grapelade	(1 doz.)	10.00
15 lb. pails		Grapelade	(2 in crate)	20c. lb.

The Welch Co., Limited, St. Catharines, Ontario

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 9, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

A "line-up" of quality

that should be on every grocer's shelf.

BORDEN QUALITY has placed these products far ahead of all competitors.

Borden extensive advertising has built up a great demand amongst housewives.

These two factors are sufficient reasons why grocers increase their profits by handling

Borden's

Wherever convenience and wholesomeness are appreciated, there you will find Borden Products. Display your Borden Products, Mr. Grocer, and know what great selling appeal there is in the name "**BORDEN**."

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

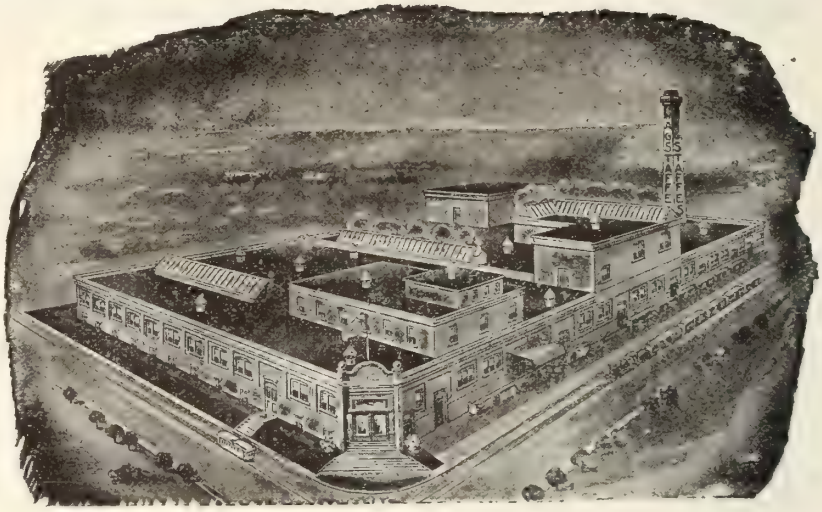
Branch Office: No. 2 Arcade Bldg., Vancouver

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

The Coffee Test—By Cups

THE above is a view of a corner of our coffee testing room in our Santos house. Here a sample of every coffee shipped from Santos is carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

This is one of the many important services rendered to our customers. Direct shipments to Canada can be arranged on through bills of lading. Let us start this direct service working for you.

J. Aron & Company, Inc.

COFFEE

Importers *Exporters*

CHICAGO NEW YORK LONDON SANTOS NEW ORLEANS

CLARK'S
PORK & BEANS

with Tomato, Chili or Plain Sauce are as popular as ever with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the highest quality with the best reputation, they are far and away the

BEST SELLERS

SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited Clark's **MONTREAL**

HOPS

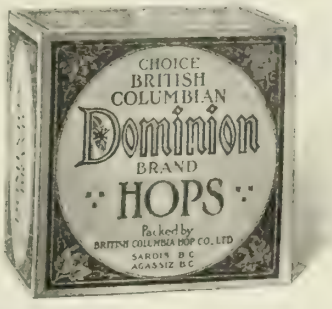
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

EUREKA

PATENTED

REFRIGERATORS

Don't wait until next spring to purchase your

EUREKA

Get it now, while prices are lower than they will be then.

Send for our illustrated catalog and price list.

No. 18 Eureka Refrigerator

Eureka Refrigerator Co.
Limited

Head Office : OWEN SOUND

Branches:
TORONTO HAMILTON MONTREAL HALIFAX

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

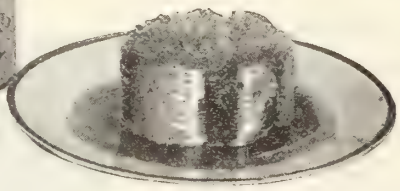
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co. Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS



Your customer, in preparing a fish for her table,

SCALES IT
SO DO WE

"ALBATROSS PILCHARD"

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

YOU CERTAINLY PICKED A WINNER!

RED ARROW BRAND

ARE A PHENOMENAL SUCCESS

The National Biscuit & Confection Co., Ltd.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

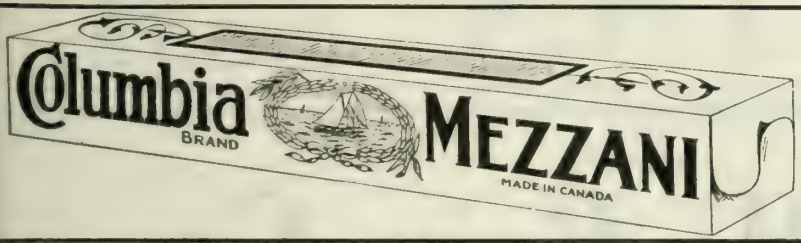
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

The Advertisers would like to know where you saw their advertisements—tell them.

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., East

WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Cartage & Storage Co., Ltd.

WAREHOUSING and DISTRIBUTING
OUR SPECIALTY

Office : 304, 11th Ave. East
CALGARY, ALBERTA

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Are you selling Non-alcoholic Liquers? You do not need a license.
S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

See the Want Ad page in the back of this number---it will interest you.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG
S. H. MOORE & CO TORONTO
KING & SOUTHCOT VANCOUVER

Every day sees the fame of

"SALADA"

spreading further afield. Already this standard-bearer of "quality tea" is making a new reputation for Canada and for itself in countries seldom heard of in our Western experience. These people do not buy "Salada" for the fun of it—they recognize the extraordinary quality—the delicacy of the flavor—that has built up for "Salada" the largest packet tea trade in the Americas.

Your recommendation will reflect your desire to please your customers

The Delicious Wholesome Breakfast Food

Easy and profitable to sell.

Quick and economical to cook. And when on the breakfast table—well, it's got just that "deliciously different" flavor that "tastes like more."

Can't you see, Mr. Dealer, what quick turnover you are sure to have if you handle White Swan Wheat Flakes?

Send a small order for a start.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Trade Mark Registered

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—D. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and Northwest—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

10,000 CASES PEAS

We have one car of Finest Imported Marrowfat Table Peas and three cars rolling forward, and are able to make immediate shipments to any part of Canada or Newfoundland.

PRICE $4.20c.

per Case of 3 Doz.

POINTS ON GARDEN PEAS

1—Beautiful, attractive package.
2—Finest stock ever imported to Canada.
3—Contain highest grade steeping tablets.
4—Each package contains 8 oz. net weight.
5—When cooked, 1 package equals 2 cans.
6—When properly cooked, they taste like green peas, fresh from the field.

We also offer corn for popping, in packages of 8 oz., at $4.20 case.
We also offer Cooker Brand Pettit Pois, and Cooker Brand Marrowfats in cases of 3 doz., at $4.20 per case.

If you want the new season's pack and absolutely the finest stock on the market. Then mail your orders in at once.
Freight prepaid on all orders 5 cases or over.

THE HARRY HORNE CO., LIMITED

1297-99 Queen St. West, TORONTO — Packers and Importers of Good Things To Eat.

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

California Emperor Grapes

in Kegs and Drums
also Lugs

A very fine, large, red grape. Good-sized clusters. These kegs and drums are winter-keeping quality and will give entire satisfaction.

White & Co.

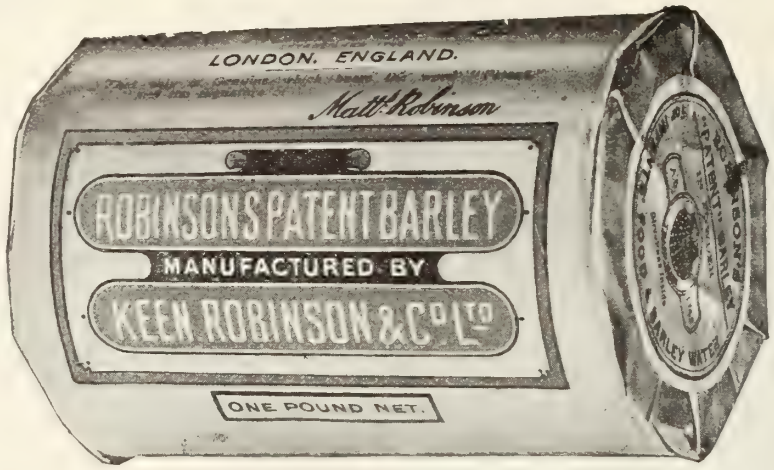
Limited

Best Quality Fruits

Toronto

ROBINSON'S "PATENT" BARLEY

Has Stood the Test for Years



The Only Genuine Food for Children

30,000 Doctors and Specialists recommend Robinson's "Patent" Barley.

Your Neighbor Sells It. Do You?

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

Notwithstanding the price of green coffee has advanced over 100%, my price has only been advanced about 30%, so that I can still be served economically.

Please bring this to the attention of all your customers.

G Washington's REFINED Coffee

Went to War Home Again

CANADIAN GROCER

Vol. XXXIII. TORONTO, OCTOBER 24, 1919 No. 43

Teas for Importation on Higher Basis

Supplies in the Near Future Are Expected to be Very Short and the Market Will of Necessity Have to Advance to the Actual Cost of Laying Down Teas From Abroad—A Scramble for Teas Predicted

THE tea situation is one that shows continued strength, and little likelihood of lower prices for a long time to come. Prices for the importation of teas, owing chiefly to advancing freights, and the increasing value of silver or rupee exchange is on a much higher basis than prices existing in the Canadian market. Although business in teas is very active and at steadily advancing prices, it has been almost entirely confined to trading in teas already landed in this country, and has not in any important degree applied to business for importation. Therefore, supplies in the near future are expected to be very short, and the market will of necessity have to advance to the actual cost of laying down teas from abroad.

A Great Scramble For Teas

Well-informed opinion looks to an actual shortage and scramble for teas, within two or three months, as there is very little on the market, and a great hesitancy in placing new orders, because of the actual situation prevailing abroad. One Toronto importer told CANADIAN GROCER that it was hard to find desirable teas at present on the Canadian market, and where they could be found, the prices asked were five and six cents per pound higher than a few weeks ago.

Production Under Normal

The demand for tea in the coming months will be enormous, and the production of Indian tea is under normal.

The consumption of tea is greatly on the increase both in the East and West. In the East higher wages enable the laborer to buy freely articles that to him formerly were luxuries. In Western countries the increased cost—or total elimination—of other beverages, has rendered tea drinking popular with all classes. During the period of the war, the tea growers, not being sure of a steady market, made little or no attempt to set out young plants, while at the same time the shortage of labor and the consequent advance in wages led to more or less neglect of the bushes, with the result that in India, alone, the crop is 22 million pounds below normal.

Financing a Serious Problem

Financing purchases has also been a serious problem. Indian banks are demanding 12 per cent. for their money, and at the same time the silver rupee has appreciated in value (32c to 45c.) Since all payments, whether for labor or product, are made in rupees, the English pound sterling, which formerly would buy 15 rupees in exchange, is now worth only about 10¾. With the depreciation of the gold sovereign—in terms of rupees—has come an increase in freight rates, approximating 10 cents to the pound, and to cap all this, the 2c war tax is still to the fore.

While 80 million pounds are quoted as the normal quantity bonded in London each year, during the pre-war period, such did not represent the quantity actually held throughout the country in those days.

Everyone Is Buying

The drastic regulations against hoarding in force during the war have cleared out all the hoardings so that everyone is buying. When it is remembered that 180 million pounds is less than one-third the amount consumed throughout the world during the year, it will be readily seen that prices will not only remain firm, but will in all probability, be higher for some time

Big Market for Canadian Dairy Products on Continent

"Depletion of Livestock Herds Has Lowered Production of Milk Products," Says W. H. Dunn—Five Years to Restore Normal Condition, During Which Time Canada Has Fine Opportunity

MONTREAL, October 23.—Special.)—After an absence of about four and a half months, W. H. Dunn, of W. H. Dunn Company, manufacturers' agents and brokers, arrived home from Europe a few days ago. In an interview with Mr. Dunn, CANADIAN GROCER received some very interesting information about conditions in England as well as on the Continent. Mr. Dunn visited, in addition to England, France, Belgium, Holland, Switzerland, Spain and Italy.

"There is certainly a big future on the Continent for all kinds of Canadian milk products, including condensed and evaporated milks, cheese and butter. This is because of the great shortage of dairy cattle in nearly all the countries visited. The only exception is perhaps Holland, where they actually had more cattle during the last few years. But in spite of that the production of milk in Holland has been on the decline. The reason is that the condition of the herds has been very poor, due to lack of proper dairy feed and foot and mouth disease.

"I remember having a drink of milk in Holland, and noticed the peculiar taste of it. On making inquiries, I found that it had been boiled to make sure that all danger of infection had been eliminated. There is no export of milk products except cheese, from Holland, and the latter only goes to England on account of a contract with the British Government.

"Of course, in Belgium and Northern France the dairy herds were greatly depleted—destroyed or captured on the invasion of the Germans. They are actually importing cattle from Canada and the United States, but the quality is not as good as these two countries were used to before the war. In Switzerland there is, too, a considerable shortage in dairy cattle. In fact, one has to have cards to obtain cheese, milk and butter, as well as bread in that country. The manufacture of milk chocolate in Switzerland has on this account been greatly reduced.

Good Buyer of Canadian Goods

"There is little hope in my estimation," said Mr. Dunn, "for normal conditions in the above mentioned countries during the next four or five years. This means that Europe will take all our available supplies of dairy products during that time."

Mr. Dunn pointed out that conditions in Italy were not of the best. The Italians had not yet begun to get back to normal. This is due to several causes, one of the main being a great scarcity of coal. When Mr. Dunn was there they had only two weeks' supply. The Fiume incident had also created a great deal of unrest. Mr. Dunn came to the conclusion that Belgium was getting on its feet faster than any of the Continental powers that were engaged in the war.

A. T. Johnston, assistant to president of Borden Milk Co., and Wm. H. Dunn, Montreal, snapped in Switzerland.

In Spain, conditions were perhaps better than in any of the countries visited. People seemed to have plenty of money for luxuries, such as motor cars, jewelry, etc., and they were erecting very expensive buildings, and living as if they had more money than they could use at the present time.

Mr. Dunn met a number of the food authorities in England. These men, he said, had a great deal different attitude towards Canada than in the past. They all agreed that the sentiment in Great Britain was very strong and would be for many years to come towards Canadian products. Just now there is a big shortage of dairy products in England, the people being on a ration of one and a quarter ounces of butter per week.

Mr. Dunn, of course, visited a number of the battlefields in Northern France and Belgium, and has many interesting stories to tell of the reconstruction work going on there. He reports a most enjoyable trip, but still was very glad to get back again to Canada.

ONE GROCER ELECTED

Only one grocer was elected to the Ontario Legislature at the recent election, J. A. Pinard, Ottawa, being elected to the seat for Ottawa East.

Speeding Up Slow Lines

Displaying Lines That Are Not Selling Briskly is Found to be an Effective Way of Developing Sales—F. McDougall & Sons, Ingersoll, Ont., Have Adopted a Regular Saturday Sale for Such Lines

FROM all parts of the country come stories to CANADIAN GROCER of what grocers are accomplishing in the way of sales following the proper display of merchandise. That it pays to get the goods before the public, it has long since been proved, and the merchant who is content to let his goods lie on the shelves without any effort to get them moving, is not deserving of success. Splendid results have been very often accomplished, in the case of goods that have not sold well, and the retailer was forced to try some special method in order to get them before the people. In nine cases out of ten, displaying the goods has meant sales, and invariably there has been continually increasing business. Every Saturday F. McDougall & Sons, Ingersoll, Ontario, make a point of having a special sale of some article that has not been moving very briskly.

Recently this firm had considerable success with a certain line of salmon. It was one of the cheaper grades, and had been on their shelves for about two years. There was scarcely any call for it, but they decided that it must be sold. They had some half dozen cases of it. It was a pink salmon, and they had been able to buy it at a good figure. They put the entire lot in the window, with a card on the same, reading, "only 19 cents per tin." A small item in the news columns of the town paper every Friday, announces just what the special offer at the McDougall store will be. The salmon was all sold before the day was out, and Mr. McDougall had disposed of a line that was, generally speaking, not a brisk seller.

On another occasion he had similar success with ammonia, a line that he was able to sell at 5 cents. He got rid of from five to ten cases. He pursued his usual method, the same as in the case of the salmon, with results quite as satisfactory. The Saturday sales are a regular feature in the McDougall store, and the people have come to look upon them as a fixture. According to Mr. McDougall, they have always been productive of increased business, apart altogether from the article actually on sale. In this store, goods are very attractively arranged, always in such a manner as to catch the eye of the customer. In many instances, Mr. McDougall has found that the special sales have been the incentive for coming into the store, and usually other lines are purchased along with the particular one advertised.

HAMILTON ADVERTISING AGENCY IN NEW QUARTERS

The Hamilton Advertising Agency, McNab Street Hamilton, Ont., has moved to 18 Main Street East, where more spacious quarters are available to meet the growing requirements of the firm.

Has Made a Success of Cash Store

J. Lewis & Son, of Woodstock, Ont., After a Long Period in a Credit Store, Turns to a Strictly Cash Basis and is Well Pleased With the Results

TWO years ago James Lewis & Son, for many years in the grocery business in Woodstock, Ont., announced to the public that they were going out of the credit business. Since that time, they have adhered closely to the cash policy, and, as Mr. Lewis Sr. told CANADIAN GROCER, on the occasion of a recent visit of a representative, he was not sorry he had cut out the extension of credit.

"I considered the matter from every angle," he said, "before I decided to make the change. It has worked splendidly, and the two years that we have given it a trial has proved the wisdom of our decision. When I reached the conclusion that the store henceforth was to be run on a cash basis, I closed the store for two days,and made the announcement in the paper that when we re-opened, all sales would be for cash. I also published a list of new prices under the cash system. A grocer cannot keep books under ten per cent., and the question of discounts is an item that is worth reckoning. In discounts alone last year, I saved $500, and then again, there is no loss from bad debts."

"What was your turnover last year with a strictly cash business?" the CANADIAN GROCER asked Mr. Lewis.

A Big Business And No Credit

"I did a busines of $45,000 last year, with absolutely no credit given," he answered. "Some of the best people in the town had to be turned down, and there were some who discontinued their trade with me. On the whole, however, the latter have come back. People have come to like this way of doing business. They are just as anxious to save a few cents, by way of paying cash, as they previously were of availing themselves of credit. I am able to pay cash for everything, and the customer is reaping the benefit."

Goods are delivered to the houses c.o.d. and nothing is left without the money, this custom always being rigidly observed. Mr. Lewis Sr. has been in business in Woodstock for thirty-five years, and his long experience in doing a credit trade as compared with his two years on a strictly cash basis, has convinced him of the advantages and success of the latter.

Thinks Tin Container Supply Will Meet the Demands

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, states that the tin container outlook, while serious, is such as to give promise of the present season's needs being met. Naturally, under the existing difficulties in procuring tin plate, the outlook is not rosy, and stocks are being heavily depleted as a result of slow and curtailed deliveries.

It was pointed out in these columns some time ago that tinplate might be secured from the British mills this fall but difficulties have arisen to at least curtail the allotments coming forward. Mr. Whittall, asked as to the amount of plate received from this source, stated that there was practically none. This has thrown the demand entirely, as far as they are concerned, upon the United States mills and with the recent labor strike in the producing centres, matters have been involved and deliveries held up.

No Increased Prices

"We have made no advance in prices, and have been taking care of our customers well," said Mr. Whittall. "We have also been supplying outside customers with their requirements. The demand this year for tomato containers has been very heavy, and this has taken a great portion of the supplies. Now that this demand is over, the call will be for apple cans. There is the biggest crop on record in Nova Scotia and we expect a large demand for cans from there."

Speaking of the effects of the steel strike, Mr. Whittall said that recent advices to them had been more encouraging. The men were gradually losing out, and improvement was becoming manifest right along. The wages paid the workers in the plate mills were very large, some of them drawing as much as $20 and over $30 per day. It was not a matter of wages that they were wanting adjustment on rather than recognition of the unions. Mr. Whittall believed that they would not get their wish.

A fine harvest window used by Wm. McQuitty, Welltnd, Ont.

Canadian Manufacturers Form Quebec Branch

Realizing that would be advantageous in many ways, the Canadian Manufacturers' Association succeeded, last week, in effecting an organization for the Province of Quebec. The matter has been under way for several months, and, as a result of the efforts culminating as above, the following strong executive and committee was chosen by popular ballot: Chairman, C. H. Duggan; vice-chairman, C. H. Smith; executive committee, B. J. Coghlin, Raoul Grothe, R. H. McMaster, Walter B. Ramsay, J. A. Richard, F. W. Steward, Paul F. Sise, Walter Smardon, all of Montreal; J. H. Fortier, O. A. Gignac, Joseph Picard, J. E. Warrington, all of Quebec; C. A. MacKinnon, Andrew Sangster, of Sherbrooke; C. J. Laframboise, St. Hyacinthe; R. J. Fraser, St. Johns; J. E. Allain and A. A. Paradis, Victoriaville; W. F. Bodden, Hull; W. H. Miner, Granby; H. W. Matheson, Shawinigan, and Robert Ryan, Three Rivers.

It will be noted that there are representatives on this committee from various parts of the province. The advice of General Manager Walsh, of Toronto, who assisted in the formation of the branch, was to the effect that close co-operation would be required in looking after the affairs of importance that would come up from time to time. Some of these would be of consequence to the whole Dominion.

"Needed Tariff Changes" and "Compulsory Education" were two topics on which important addresses were delivered before the meeting by J. R. K. Bristol and by Prof. J. A. Dale of McGill University, and A. W. Patenaude. In addition to these Dr. Michael Clark of Red Deer was the chief speaker at a banquet tendered at the Windsor Hotel in the evening.

Are You Making Money?

"WHERE can I obtain a ready-reckoner to enable grocers to know what percentage they could make on goods at various increases over cost and the percentage is stated on the cost; also the price? I think a wholesale grocer issued the above book some time last spring.

'Or a ready-reckoner and a percentage book showing percentages?"

The above enquiry has just been received, and as somewhat similar enquiries are being frequently received, the accompanying tables are given.

The matter of figuring profits is one that is always of importance; only by being sure of the exact percentage that is being made is it possible for the merchant to be sure that after his labor he is actually showing some profit on his business.

Herewith are reproduced two charts that should make the matter clear to everyone. Cut these out, and paste them on a bit of card, and hung them in your office, and then there need be no danger that goods are being sold at a loss.

Are You Making Enough Money in Your Business?

Do you mark your goods, based on their cost price, and do you figure the expense of doing business on your sales? If you do, the following table may help you.

If you want to make 10 per cent. on the selling price, add 11.11 per cent. to the cost.

If you want to make more, add to cost as below:

Profit on sales	Add to Cost to Equal	Profit on sales	Add to Cost to Equal
10%	11.11%	20%	25.00%
11%	12.36%	21%	26.58%
12%	13.63%	22%	28.21%
13%	14.94%	23%	29.88%
14%	16.28%	24%	31.58%
16%	17.65%	25%	33.33%
16%	19.05%	30%	42.86%
17%	20.49%	35%	53.85%
18%	21.96%	40%	66.66%
19%	23.46%	50%	100.00%

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

p.c.	10 p.c.	11 p.c.	12 p.c.	13 p.c.	14 p.c.	15 p.c.	16 p.c.	17 p.c.	18 p.c.	19 p.c.	20 p.c.	21 p.c.	22 p.c.	23 p.c.	24 p.c.	25 p.c.
25	10	9	8	7	6	5	4	3	2	1	00	1 Loss	2 Loss	3 Loss	4 Loss	5 Loss
33 1-3	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40	18 4-7	17 4-7	16 4-7	15 4-7	14 4-7	13 4-7	12 4-7	11 4-7	10 4-7	9 4-7	8 4-7	7 4-7	6 4-7	5 4-7	4 4-7	3 4-7
50	23 1-3	22 1-3	21 1-3	20 1-3	19 1-3	18 1-3	17 1-3	16 1-3	15 1-3	14 1-3	13 1-3	12 1-3	11 1-3	10 1-3	9 1-3	8 1-3
60	27 1-2	26 1-2	25 1-2	24 1-2	23 1-2	22 1-2	21 1-2	20 1-2	19 1-2	18 1-2	17 1-2	16 1-2	15 1-2	14 1-2	13 1-2	12 1-2
75	32 6-7	31 6-7	30 6-7	29 6-7	28 6-7	27 6-7	26 6-7	25 6-7	24 6-7	23 6-7	22 6-7	21 6-7	20 6-7	19 6-7	18 6-7	17 6-7
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram. If your cost of doing business is 18 p.c. and you mark a line at 60 p.c above cost, your net profit is 19½ p.c. on sales.

SUGAR REFINERS ON ATLANTIC COAST SEEK REDRESS

The Atlantic and Acadia Sugar Refineries, whose sugars are melted and refined at or near the Atlantic seaboard, are making an effort to have freights so re-adjusted as to place them more nearly on a parity with the Montreal refineries, in order that they may compete with the latter to better advantage in seeking business west of Montreal. As it now is, they claim, this cannot be done satisfactorily.

At present, the rate is fifth class from St. John and Halifax, and this is the arrangement agreed to by the Railway Commission in September, 1919. The refineries in question want to introduce argument further that they should be entitled to a still lower classification. The Montreal refineries are, of course, putting up a fight against the contention of the coastal refineries, and the transportation bureau of the Montreal Board of Trade is also being represented.

IMPORTED BEANS MAY LOWER BEAN MARKET

Canadian trade is now being accorded large supplies of Kotenashi beans, but much of the supply is of the Manchurian variety, the regular Japanese variety, and which has been so extensively sold to the trade having been affected seriously, it is understood, by excessively wet weather in the Orient.

Just at the present time the market is accorded reasonably large supplies, but the buying has not been heavy, one importer stated to CANADIAN GROCER. This—in Eastern Canada—may be accounted for from the fact that weather has not been cold yet. Jobbers and retailers, apparently, are making present stocks serve their needs. And with Canadian-grown beans now available in fair quantities, the tendencies have been easier. Quebec beans are said to be of excellent quality this year.

MOLASSES RECORDS ADVANCE

Last week CANADIAN GROCER referred very definitely to the strong tendencies that were then prevailing in the molasses market, and an increase has since been made effective of three cents per gallon. It is anticipated that the market will continue to rule strong. As previously pointed out in CANADIAN GROCER, the farmers have been holding out for high prices for their cane crop, and with the sugar situation so strong and prices for raws high, there is every reason to anticipate high molasses.

Canada Prospers if Towns Prosper

By E. M. Trowern, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa

THERE are very few people in Canada who have not heard the argument used, that in order to pay our national debt we must produce more goods, whether they are from the forest, the mine, the field or the sea. The object is to exchange these goods for other goods that we require, but which we cannot produce. The more goods, therefore, that Canada can produce the richer she becomes, and the richer that she becomes the better business place it is for those who live here. If the above argument is sound for Canada as a whole it should also be sound for any part of Canada.

Competition among nations is the strongest incentive toward progress. The Canadian people are proud of Canada because of the ideals she has set us, and she is, therefore, proud of her flag and proud of her race. This is the incentive for higher development. To build up Canada we must do as all sane men would do in their own private business; they must build up their treasury and so we must build up the Canadian treasury. Hundreds of millions of dollars in the treasury of any foreign country are of no use to the Canadian treasury unless we can get some of it by exchanging our products for it. If the world was one great commonwealth and there was only one treasury, we would become dormant through want of competition, and we would become lost through enormity. Competition is the mainspring that forces us on toward higher ideals. This is true in every position in life. The citizens of every city, if they are happy and contented, take a pride in their surroundings. They want their city to be the best in Canada, and they strive toward that end. This produces a healthy rivalry, and so it is with the towns and villages of Canada.

Follow the argument a little further, and competition among the citizens for better homes produces a variety of style that lends a charm to life, and which could not be found where every house was built after the same plan and of the same style of architecture. If legitimate competition, therefore, is an advantageous incentive among nations, cities, towns, villages and individuals, it must be encouraged and not destroyed, providing it receives no special privileges and does not undertake to take advantage of its position.

Wherever there is prosperity there is usually progress. Prosperity is not always represented in dollars and cents. If it were so, and all the dollars and cents in Canada got into the hands of two people, no one could say that Canada's prosperity was impaired if the amount this year remained the same as last year, or was somewhat greater, but if this condition we produced we would begin to see evidences of lack of prosperity all around us.

In making a survey of all the towns and villages throughout Canada, can any one say that they see great evidences of prosperity? Can they see more stores being built or new additions to old ones? Is there more paint used than formerly on the store fronts? Are the stocks doubling up or keeping pace with the population? Is there a general appearance of prosperity all around? Are there more and better pavements, better raid to the farmers or producers passing through the town or village and circulating so that all engaged therin can have an opportunity of being rewarded for their services, or is the money going direct to one or two large mail order houses hundreds of miles away, and starving the trade of the town?

Take the actual trade and business out of a town and you reduce its power to pay taxes. Taxes can only be paid by those who have money to pay them. Mendicants and beggars never pay taxes. Every retail merchants who has a store in a town should make it a rigid rule to buy all the things he requires from his fellow retail merchants in the town. If the goods you want are not in stock leave your order and encourage your fellow retail merchant to stock them. If retail merchants themselves patronize and encourage mail order catalogue houses, how can they complain if others do the same thing?

If you want oyur town to thrive you must keep your money in local circulation. You must constitute yourself a town booster. Canada's continued prosperity depends upon her live up-to-date towns. It is far better to have eight million happy and contented people in Canada, all having enough work to keep them busy and sufficient salaries to enable them to lay something away for a rainy day, than it is to have thousands out of employment, thousands receiving starvation wages, thousands in the poorhouses, and a few living in luxury and abundance. The more active, energetic towns that we have the more equitable will be the distribution of wealth.

Canada's future depnds upon the prosperity of her towns and villages. If the towns and villages of Canada decline, Canada will also decline. If you want your town to die, take your money out of circulation and send it away to a mail order house. If you want a thriving, up-to-date place where the people love to congregate, be a town booster; take an interest in the stores in your town; encourage those who keep clean, comfortable hotels, where commercial travellers can stay with comfort and obtain good meals. If you have a local paper, weekly or daily, subscribe to it, and if you are a merchant or a manufacturer advertise in it and see that the proprietor keeps everlastingly boosting your town. If it is worth living in it is worth boosting; if it is not worth living in we would advise you to move out as quickly as possible and give place to better men.

Sells 1,500 Brooms in Few Days

Record Sale in the Store of H. A. Andrew, Chatham, Ont.—Put Them All in the Window With Price Ticket Attached—Sold Rapidly

SELLING 1,500 brooms in from two to three days is a record that will take some beating, and yet it is what was accomplished in the store of H. A. Andrew in Chatham, Ont. Every house in the town must have had one of those brooms, Mr. Andrew told CANADIAN GROCER, and some people bought as many as six. Of course, it was a very special offer, and one that naturally appealed to the average housewife, as the present price of brooms is considerably higher than what was asked for the ones in this sale. These were sold at 58 cents, and were purchased by Mr. Andrew direct from the factory. The margin of profit was not very large, but the turnover was so quick, and so many were sold, that the profits obtained were not disappointing.

Asked as to what method he used in selling these brooms, Mr. Andrew pointed to the front windows. He filled the window with them, with sale price attached, and they sold rapidly. Mr. Andrew uses his windows to a very large extent to help sales, and when he has anything special to offer he puts it on display. "It works every time," Mr. Andrew told CANADIAN GROCER, "and my window is a very valuable aid in the selling of goods." On more than one occasion he has proved what a proper display, where people can see it, will do to increase sales.

Maurice Quinlan, an old and highly respected resident of Brantford, Ont., for the past 57 years, died recently in that city. The deceased was the eldest son of the late Joseph Quinlan, one of the pioneers of Brantford. He successfully carried on a grocery business on the south side of Colborne street, for a number of years, and retired to private life some 25 years ago.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - Vice-President.
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THE RETAILER CRITICIZED

THE Montreal *Star*, in a recent editorial, slates the Retail Merchants' Association for its opposition to the methods of investigation adopted by the Board of Commerce.

"It has seemed to the *Star* for some time that the Association is inclined to labor under the delusion of persecution. If the retail merchants of Canada have been more closely quizzed than has any other class of Canadian business men in the Government's endeavor to throw some light on the cost of living puzzle, it is only because their business gives them special information the Board requires. As a class they have not been the victims of more loose accusations of profiteering than others.

"As a matter of fact, the Association has been badly advised from the start in its attitude of opposition to the Government's inquisitorial methods. Because it did not approve of the constitution of the Board it objected to giving evidence before it; it still protests against being examined by the Board, and, at the same time, it wonders why this refusal is misunderstood by the public."

While the *Star* is ready to admit that "the retail merchant is no more guilty of profiteering than any other member of the community," it sees in its attitude to the Board of Commerce an excuse for the contrary belief.

Granting a judicious attitude of mind on the part of the public, this contention might be correct. Unfortunately it is impossible to believe in such an attitude, and the public takes the Board of Commerce investigation as an accusation of guilt and certainly there is little in the methods that the Board has adopted to date that would tend to disabuse their minds of such an impression.

CANADA'S FINE SHOWING

TOOTING one's own horn, as they say, is not exactly a creditable performance, and yet there is a certain fact in connection with this Canada of ours over which Canadians might justly become jubilant.

It is that, with but one-fifteenth the population of the United States, the Dominion does one-fifth the amount of trade. This statement is based on official figures just published showing the total of American trade for the year ending August 31. The comparison is made on the assumption that there are about eight million people in Canada and 120 million in the United States.

The report shows that the American's exports for the year totalled $7,415,000,000, Canada's $1,233,000,000, a proportion of one-sixth. Their imports were $3,233,000,000, ours $870,000,000, a proportion of one-fourth. Their total trade was $10,648,000,000, ours $2,103,000,000, a proportion of one-fifth.

Editorials You Should Read

EXPORTS AND PRICES

WHEN it was announced recently in Montreal that a heavy shipment of cheese had gone overseas, a soap-box orator declaimed on the street-corner against a policy which made it possible to export foodstuffs while famine prices were exacted for the narrow supplies left in Canada.

The argument was specious, and wholly misleading. If the domestic demand were equal to the production, in cheese or in any other product of farm and dairy, then a criticism of export trade might be in order. But Canada produces an immense surplus of grain and other foodstuffs. If exportation were not permitted and encouraged the markets would be glutted—for one season! After that, production would be curtailed. Farmers would leave the country in droves, there would be no market for manufactured goods, and the Dominion would be ruined.

Everyone who has compared staple prices in Canada with those in other parts of the world realizes that the High Cost of Living is a general, a universal problem. It is the natural result of a destructive conflict, the greatest and most terrible in history.—*Canadian Observer*, Sarnia, Ont.

Save by Weighing Incoming Goods

Expressions of Opinion From Various Grocers Show That the Checking Up of Short Weights and Measures is the Only Sane Method for a Retailer to Follow

"THE grocer that doesn't weigh his goods and check them on receipt is going to lose considerable in a year," according to the opinion of A. V. Gillies, 207 John Street, Hamilton, Ont. "I also keep an entry book for goods and check them with the invoices," he added. CANADIAN GROCER has endeavored to find out just how many grocers do, systematically and carefully, check up new goods as they come in, and, if in their opinion, a saving of money is accomplished by so doing. From the inquiries that have been made, and they have been fairly extensive, one would conclude that this practice is general among the grocers, and all seem to be agreed that money can be saved. A few were found who stated that they did not take the time to do this checking, but, on the whole, it is done very regularly by the average grocer. As one points out, in these days of high prices, the custom is a most essential one indeed. Sometimes the grocer has to buy and sell on a very close margin, his profit being rather small in a good many instances. Prices have advanced so rapidly that in selling to the consumer a certain article, the retailer has to dispose of it at an advance of only a few cents in order to maintain a sale for it at all. Thus he feels that he must have all he pays for, and to be sure that he has, the only safe method is to weigh and check his goods as they come from the wholesale. It is not, as a rule, the fault of the wholesaler, but goods put up in packages are often found to be underweight, or short in the number of packages a case should contain. Mr. Gillies stated that on one shipment the saving does not amount to a great deal, but taken in the year's aggregate, the amount is one that a grocer cannot afford to lose.

Makes Shippers More Careful

A. J. B. Saumier, Swastika, Ont., always checks up his goods, weighing them or counting, as the case demands. "I think it is most important to do so," he stated. "It is not only good business practice, but when a shipper finds that you always follow such a procedure, he will be more careful in his packing." He could not say just how much he would save in a year, but he adds that he frequently finds a shortage, and a pound here and there on a year's stock means a real loss to the grocer if not accounted for, or made good. He believes that a grocer should pay very strict attention to methods of checking, and particularly at this time. A merchant cannot afford to pay for something he never got any more than a customer of his would do, were he or she not to receive an article ordered.

"If we had not checked up our stock, weighing and counting, as it came in, we would not be in business to-day," John Jaron & Co., Lancaster, Ont., replies in answer to the query from CANADIAN GROCER. Mr. Jaron's policy is to weigh and count everything that comes into the store. He is of the opinion that it is the only sane policy for any grocer to follow who wishes to make a success of his business and not merely a hand-to-mouth existence. It is no particular indication of enterprise for a grocer to find out if he has really received what he ordered. It is nothing more nor less than proper business practice. The Jaron Company has a scale that weighs up to 1,200 pounds, and potatoes, sugar, flour, etc., are put over these scales before they are finally accepted. The saving, it is pointed out, is of attractive dimensions as far as the Jaron store is concerned, and as a loss would work havoc to an ordinary business. Short weights are very often found, and the shipper is usually glad to know about it and to make the difference right. The carelessness in packing is very often responsible for the shortage, over which the distributor, of course, has no control.

Pays to Check Shipments

"We think it very important to check all incoming weights and measures, with the exception of flour and sugar," states J. W. Haigh, manager of the stores department of Graves, Bigwood & Co., Byng Inlet, Ont. "In the case of the two mentioned commodities, we are satisfied we are getting what we are paying for, and if in our favor we notify the shipper to charge us with the difference."

Packages Sometimes Short

J. T. Hooper, Bowmanville, Ont., told CANADIAN GROCER that he found quite a lot of goods in original packages short weight, such as raisins. Therefore it behooves the grocer to have an eye to this sort of thing and to make sure that goods ordered are up to standard. Wholesale houses, too, in shipping out goods make errors, and the only way to check them up was to weigh and count everything as it came in.

Are Profits a Crime?

WHERE is the venerable Chamber of Commerce of the State of New York, where is the comparatively recently begotten Chamber of Commerce of the United States, where are all the commercial and industrial bodies in this broad land that should raise their voices against the fast growing heresy that profits are a crime? When William Jennings Bryan wanted to make the people of this country believe that a bimetallic system of money was preferable to the gold standard, business men all over the land constituted themselves missionaries to overcome the heathen. Yet the silver-tongued Nebraskan's agitation for the double money standard was not one-tenth as insidious as is the doctrine regarding profits which is now being fostered by those whose income is fixed in the form of salaries or wages.

The suggestion that all articles leave the producer's hands with his selling price plainly marked on them, bears within its make-up germs far more dangerous to the body economic than all the Plumb bills that could be devised. If the retailer's or distributor's profit is to be regulated by publicity or by statute law, the next step must be regulation of the producer's profit. Could industry be laid low by chains and fetters more damning than such a process of proscribing profits?

Oh, this only refers to foodstuffs and necessities of life? What are necessities of life? The hook from which the butcher suspends a carcass is certainly essential to his business and the cost of that hook enters fully as much into the price at which he sells his chops, as does the cost of the meat itself. Therefore the hook must have the cost price stamped on it. And, by virtue of the hook being a life necessity, the iron from which it is made becomes such and the ore that goes into the latter, ditto. Ergo, the iron should be cost-marked and so should the ore.

When the wage earner insists upon a 25 per cent. bulge in his pay envelope, he is loudly acclaimed as a benefactor of the Nation with sufficient backbone to "get his." When his employer passes this increased cost on to the consumer he becomes a profiteer.

It would seem that the time has come when business bodies all over the country should speak out and speak out loud. A law compelling producers to mark all goods with the cost price to the retailer, is the first step toward putting all profit into convict's stripes. The utmost vigilance on the part of the country's merchants, manufacturers, and bankers is necessary lest in the hectic scramble for nostrums against the high cost of living the fundamental rights of business be not overturned. There is only one road out of the tremendous wastage the war has caused and it is marked: economy and thrift. Fantastic and therefore pernicious schemes and a still further augmented army of Government employes will not lead out of the darkness.—The "Daily Metal Reporter."

Shippers of Montreal Up in Arms Over This

"NOTWITHSTANDING anything to the contrary that may be printed herein, all freight collectible under this bill of lading, including any short-paid freight, are to be converted into the currency of the country of the port of discharge of the vessel's entry at the Custom House at the port of loading."

Such was the clause inserted some little time ago by the various steamship companies of Montreal who had boats plying between Montreal and points in the United Kingdom. And, while it caused but little immediate concern, it now transpires that there is a deal of fuss and no little dissatisfaction with the arrangement. The trouble, naturally, has arisen from the fact of wide exchange differences as between the various countries. To illustrate: The pound, sterling, is worth about $4.33 at Montreal, or about $4.16, New York. When the cargo that has been shipped out of Montreal reaches England, the basing is done on the New York valuation, it is stated, and this results in either a loss to the seller or the necessity of making arrangements beforehand to protect himself against this possible loss.

Coffee Situation Grows Serious

The announcement that a general strike has been declared in Santos, Brazil, is likely, according to the opinion of importers here, to affect the coffee situation very seriously. As it is, without accentuating the trouble by way of a further strike, the situation in coffee was a bit alarming. The dock-hands' strike at New York has greatly interfered with the movement of receipts there, and supplies as far as the Canadian market is concerned are very light. If the strike in Santos, the world's greatest coffee port, coupled with the dock-hands' strike at New York, should last for any length of time, there is bound to be a shortage, as supplies at the present time in importers' hands are exceedingly small. The developments in the situation, while rendering values very strong, has not been followed by any increase in spot quotations.

CHANGES IN IMPORT LICENSE REQUIREMENTS

A new order has been issued to the various customs collectors, changing the licensing requirements of various products as follows:

1. Individual licenses, for which applications should be addressed to the Canadian Wheat Board, Winnipeg, shall be required for the importation of the following, namely:

Wheat; wheat products (except bread, for the importation of which a general license has been granted by the Canadian Wheat Board).

2. Individual licenses, for which applications should be addressed to the Canadian Trade Commission, Ottawa, shall be required for the importation of the following, namely:

Sugars, raw and refined.

3. In respect of all other restricted imports under the War Measures Act which come under the approval of the Canadian Trade Commission for license, that commission has approved a general license permitting the importation from all countries, and collectors of customs in Canada are hereby instructed to accept customs entries for such imports without further license.

The above regulations do not apply to importations otherwise specially provided for, as for instance:

Firearms, memo. 2145-B; oleomargarine, memo. 2227-B; Russian rouble notes, memo. 2282-B; liquors, memo 2289½-B; opium and cocaine, memo. 2315-B.

RICE ACREAGE IS CUT

In spite of an increase of 11,000 acres of rice in California over the estimate of the Rice Millers' Association, the total rice acreage in the United States is 34,014 less than the estimate of July, according to reports made public by the Secretary of the Southern Rice Growers' Association. The total acreage is 1,095,318, Blue Rose and other Wright varieties prevailing over Honduras and Japan types. Eighty-four per cent. of the total acreage in Texas, Louisiana and Arkansas, according to this report, is of the Wright type, as compared with 76 per cent. a year ago. Honduras has a total of 9.2 per cent. in the three states; Carolinas, 4.3 per cent., and Japan, 2.1 per cent. About 53.1 per cent. of the entire acreage of these three states is Blue Rose; 20 per cent. is Early Prolific.

THE IMPORTANCE OF A PROPER CREDIT ACCOUNT SYSTEM

By H. GIBSON HALL

Many merchants pay a great deal of attention to the arrangement of their goods so that they may be easily seen and secured by customers. They make it easy for him to buy through selection of convenient sites for their stores so they will be most accessible and by carefully planned service, etc., but after all this painstaking effort to make it easy for him to buy, many merchants are prone to neglect the important part of their business, i.e., getting in the money. They make the customer wait until they can conveniently make out the bills and send him a statement, and their books never seem to be in such shape as to give immediate results, and through this the customers are compelled to carry a balance longer and of greater amount than should be necessary.

It is a very important feature to give customers just as prompt and efficient service in the matter of accounts as it is in other things.

It seems to-day that the general consensus of opinion tends toward a credit register system, which is used by many merchants to splendid advantage. This credit register makes it easy for the merchant and the customer. It shows the total balance continually, and is always before the merchant. When a sale is made the balance is brought forward on the counter-check slip, and one filed in the register cabinet under the customer's number and the duplicate sheet handed to the customer.

Thus, he knows to the minute the total of his indebtedness, and can thereby pay when he has the money and is inclined to pay.

This system makes it as easy for the customer to pay as for the merchant to receive the money on account, and merchants who are handling their business in other ways and finding considerable delay and difficulty, should investigate thoroughly this most modern method of account keeping in the retail business.

Merchants have told the writer at different times that collection feature of this way of handling accounts has greatly surpassed their expectations.

It is an important department of every retail business and should be given the best attention by every merchant keeping accounts.

Sharp Advance in Brooms

Prices Have Advanced From 50 to 60 Cents Per Dozen—Market is Very Strong and a Further Jump is Not Unlikely

THE market for brooms has advanced. Higher prices are quoted by the manufacturers, and, of course the wholesalers' prices to the trade have correspondingly increased. The jump in values amounts to from fifty to sixty cents per dozen, and is attributed to the higher prices prevailing for broom corn, as well as handles, wire, twine and labor. The present market situation is very strong, and is likely to continue so, for some time to come. Prices, manufacturers state, may show further advances in the course of the next few weeks. Wholesalers are now quoting brooms at from $6 to $10 per dozen, but this does not take into consideration the new increase. With it added, the new quotations will be from 50 to 60 cents higher.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Jas. A. Reid, manager of the estate of Js. Reid, general merchant, Charlo Station, N.B., is dead.

QUEBEC

Manders and Brown, grocers, Montreal, have dissolved partnership.

La Pailleur Freres, Ltd., general merchants, Lachine, have obtained a charter.

Gagnon Fils and Cie, general merchants, St. George, have obtained charter.

Mr. Nesbitt, representing the Tacoma Whaling Co., Tacoma, Washington, was in Montreal this week.

S. Grandemaison, of Ottawa, Quebec representative for H. D. Marshall, was in Montreal this week.

J. B. Coffey, sales manager Chase and Sanborn, Montreal, is absent this week on a visit to United States points.

Arthur P. Tippett, manufacturers' agent, Montreal, who has been ill, has recovered his health and is again able to resume his office duties.

Jos. Picard, sales manager the Rock City Tobacco Company, Limited, Quebec, was a visitor last week to the Montreal office of CANADIAN GROCER.

Wm. J. Brown and John A. Duncan have been registered in Montreal as grocers, under the firm name of Brown and Duncan.

Mr. McCormack, of McCormack and Zatzman, St. John, N.B., called at Montreal on his annual Western tour, comprising Canada and various American States.

J. A. Paulhus addressed a meeting held in Monument Nationale, Montreal, last week on the coming National Fish Day. The meeting was of the character of informative geographical information regarding various fish, and while Mr. Paulhus was not scheduled to speak, he improved this opportunity to press home the message of National Fish Day.

Harper R. Gray, manager Gunn, Langlois and Co., Ltd., Montreal, attended the convention of the National Poultry, Butter and Egg Association of the United States, held in Cleveland on October 13-14. Mr. Gray was honored in that he was selected the vice-president for Canada.

C. Ritz, Eastern manager of Robin Hood Mills, Ltd., Montreal, returned from a brief visit to the Canadian West. Mr. Ritz states that the Saskatchewan oat yield is of good quality this year and that the returns were fairly satisfactory.

Among the members of the Montreal Board of Trade who went to Ottawa on Monday last to present the views of that body to the Federal Government regarding the taking over of the Grand Trunk Railway were Zephirin Hebert, Huntley R. Drummond, A. A. Ayer, W. R. Molson and President John Baillie, and Secretary George Hadrill.

The Swiss Trade Mission, visiting Montreal last week, was tendered a banquet before its departure, at the Ritz-Carlton Hotel. There was a large aggregation of prominent business men, and Sir Charles Gordon and Sir George E. Foster represented the Government and larger Canadian trade interests. There was an excellent spirit throughout.

ONTARIO

Wm. Brittain, jr., grocer, Toronto, has sold to Mrs. L. Wilson.

Wm. S. Wilcox, grocer, Hamilton, has sold to P. P. Roe.

Stennett Bros., grocers, Toronto, have sold to F. Holman.

J. Lamson, jr., grocer, Toronto, has sold to Bert C. Moore.

Isabel Bridel, grocer, Toronto, has sold to John Wrigley.

G. Greenwood, grocer, Toronto, has sold to A. E. Pearce.

Eva. S. Greenspan, grocer, Toronto, has sold to H. G. Weston.

Harman Nichols, general merchant, Eberts, has sold to E. Clapp.

E. Daoust, general merchant, Bourget, has been succeeded by U. Sequin

John Nethercott, grocer, London, has been succeeded by R. E. Reid.

W. D. Sutton, general merchant, Muncey, has sold to Mr. Bamford.

F. H. Webber, general merchant, Shedden, has sold to George Travis

Albert Cook, general merchant, Leaskdale, has sold to Herbert Harrison.

The D. Raymond store, Ottawa, has changed its name to D. Raymond and Co.

BUSINESS CHANGES

Mrs. Alex. Carter, grocer, Chatham, is dead.

Ellen Burns, grocer, Brantford, has sold out.

Geo. Bickle, grocer, Brantford, has sold out.

Dunn Bros., grocers, Hamilton, have sold out.

G. Croft, grocer, Toronto, is discontinuing business.

F. O'Brien and Son, grocers, Stratford, have sold out.

Edwin Jones, Toronto, has sold to W. H. Jefferson.

Albert Freeborn, grocer, Brantford, has sold out.

A. C. Kilgour, grocer, Toronto, has sold to J. Harris.

Jas. Dron, grocer, Toronto, is discontinuing business.

Jas Margetts, grocer, Toronto, has sold to H. Duckworth.

Mrs. J. A. Gifford, general merchant, Dawn Mills, has sold to Jas. J. Wilson.

Grant R. Cobbon, London, has been succeeded by Rulston and White.

Pleet Bros. are opening a wholesale produce business in Ottawa.

Edwin Jones, grocer, Toronto, is selling to Walter H. Jefferson & Son.

E. S. Carter has opened a grocery business at 77 Main St. East, Toronto.

W. H. McKee, who conducted a business on corner Sumach and Sydenham streets, Toronto, has removed to Stop 18, Birchcliff, Ont.

Hamber and Challacombe, butchers and grocers, Birchcliff, Ont., have disposed of their business to C. B. Griggs.

Andrews Bros., returned soldiers, have leased the premises at 101 Danforth Ave., where they are opening a grocery and confectionery business.

W. Giddings, who was a member of the staff of W. H. Snell, Main Street, has opened a grocery at 868 Danforth avenue.

HAVE OCCUPIED NEW OFFICES IN MONTREAL

The Wm. Davies Co., Montreal branch, has just moved into new offices on Mill street. These premises were begun some weeks ago and the new arrangements will provide two stories above ground and one below. Of commodious dimensions, and with excellent lighting facilities, the office and executive staffs will enjoy a great improvement over the accommodation afforded previously. The new office building is within almost immediate access of the large wholesale plant and facing, as it does, on Mill street, it is within easy access of the main highway and electric car line.

GOVERNMENT APPOINTS PATENT MEDICINE BOARD

To comply with the requirement of the new amendment of the Proprietary or Patent Medicine Act, an order-in-Council has just been passed, on the advice of the Deputy Minister of Health, appointing the following members of the proprietary medicine board: Dr. Alexander Blackader, McGill University, Montreal; Dr. R. D. Rudolph, University of Toronto; Dr. A. McGill, chief analyst, food and drug laboratories, department of health, Ottawa; Dr. J. E. W. Lecours, of the Laval School of Pharmacy, Montreal; Dr. Charles F. Heebner, dean of the College of Pharmacy, Toronto.

This board has been formed to advise the federal department of health on questions arising in regard to patent medicines, etc., as affected by this amendment to the Proprietary or Patent Medicine Act.

STRATFORD CO-OPERATIVE SOCIETY PURCHASE STORE

The Stratford Co-operative Society have purchased the grocery business of F. O'Brien, 38 Wellington Street, Stratford, Ont., and will use that store to carry on their business. Mr. O'Brien gives possession on November 1st, but will remain in charge of the store until the end of the year.

It is understood that the Co-operative Society have also taken an option on the store at 40 Wellington Street, and will join the two stores into one. The lease at 38 Wellington, which they have assumed, has five years to run.

OTTAWA GROCER OPPOSES MARKET BY-LAW

After considerable discussion on the market by-law which prohibits grocers from making their purchases on By Ward Market before 8.30 a.m., the grocers' section, Retail Merchants' Association, at a recent meeting unanimously opposed the hour limit, and a committee was appointed to wait on the proper authorities and demand that the hour limit be changed to 7 a.m.

It was generally expressed by the grocers that the present hour limit was unfair. It was pointed out that at least two hours on market mornings are utilized by the grocers in making their market purchases, and that the hour restriction makes it practically impossible for the grocer to supply the produce to his customers in morning deliveries.

Pure Food Show Committee

The election of the Pure Food Show committee took place at the meeting. The committee consists of Messrs. A. E. Moreland, Clarke Cummings, A. E. Kelly and T. A. C. Kennedy. The committee has power to appoint its own secretary and to also add members.

Interest has revived in debating contests, and next month at a regular meeting a debate will take place on the subject: "Cash vs. the Credit System." Messrs. Casey and Duncan Bell will be the speakers. Mr. B. G. Crabtree, president, was in the chair at the meeting

PURCHASING AGENTS' ASSOCIATION OF TORONTO HOLD ENTHUSIASTIC MEETING

The regular monthly meeting of the members of the Purchasing Agents' Association of Toronto, held at the King Edward Hotel, October 15th, was by far the most enthusiastic one held since the organization of this association, and plans were outlined for increasing the membership to at least two hundred.

Dinner was followed by interesting talks on "Character Study" and "Character Reading by Means of Handwriting," given by Professor Farmer, of the University of Toronto.

The Purchasing Agents' Association of Toronto, J. I. Nicholson, of Gunns, Limited, president, and G. P. Beswick, of Polson's Iron Works, as secretary, is affiliated with the National Association of Purchasing Agents of New York, which organization now has a membership of four thousand throughout the United States.

The Toronto organization was formed, according to President Nicholson, for the purpose of providing for the regular meeting together of purchasing agents, with the resulting exchange of ideas and opportunities for closer relationship between them; to foster and promote among the members a more thorough knowledge of the products bought by the members, more uniform and efficient purchasing routine and methods, better standardized specifications, classifications, etc., and more improved methods for disseminating market information.

Several of the members of the Toronto Association were in attendance at the annual meeting of the American Association held in Philadelphia during September, and had a splendid opportunity of seeing the many benefits derived through their organization.

Officials in charge of purchasing in various Canadian firms have felt the need of an organization of this kind for some time, where it would be possible to meet and exchange ideas to promote efficiency along purchasing lines, and the enthusiastic manner in which the formation of the Toronto Association of Purchasing Agents has been received, augurs well indeed for the future.

B.C. SALMON PACK TOTALS MILLION AND A QUARTER CASES

The salmon pack of British Columbia for the year 1919 is expected to be in the neighborhood of 1,250,000 cases, this being about 400,000 cases less than the total put up last year, when many canners attempted to can and did can many large quantities of chums. These latter, however, are reported to be still on their hands. Practically the whole of this year's sockeye pack is already sold through the customary channels, with the greater proportion going to the British market, but a large reserve has been made for domestic consumption. The sockeye pack so far has sold on an average of $15.75 per case of flats, very few talls having been packed this year. The estimate placed on the northern pack is fairly promising. On the Skeena River it is about 10 per cent. ahead of what it was four years ago at this time. On Rivers Inlet and Smith's Inlet it is about 40 per cent. of the pack as canned at the end of July, 1915, and on the Naas River it is on a parity.

NO SHORTAGE OF TEA IN ENGLAND

The Tea Brokers' Association of London report under date of September 12 as follows:—

The market continues in favor of sellers. Weekly sales at the moment are barely equal to meeting the increasing demand, and with the same number of buyers for a small quantity of tea prices are naturally rising. A fairly large supply from India and Ceylon is, however, on its way, and with the present heavy bonded stock in the United Kingdom there is no visible shortage of tea at present. Common tea is again the strongest feature of the week, everything ranging up to 1s. 6d. per pound being freely taken at firm to advancing prices. Quality of the early Indian new crop invoices is good, although, as is often the case, they are a little light in cup. Old season's offerings are now of a somewhat mixed and indiscriminate character, prices for the lowest cost teas appearing comparatively high. Good class medium and fine grades from 1s. 6d. per pound upwards may be quoted as occasionally dearer.

Ceylons were selling with keen competition from all quarters. Common leaf grades were in more request, plain ordinary Pekoes realizing 1s. 5d. to 1s. 5½d. per pound. In the case of Java offerings buyers also found difficulty in following last week's purchases.

The extract from the Board of Trade Returns for the first eight months of the years 1919 and 1914 show that the imports are 94,000,000 more and the home consumption 40,000,000 more than during the corresponding period in 1914; this seems to afford further proof of the congestion in the docks and warehouses and difficulties of transport.

From this large increase in home consumption it would appear that the last Budget reduction of 2d. per pound in the duty on British-grown tea is stimulating demand. Higher wages are also a contributory factor, and with all countries competing for the world's supply comparatively high prices must rule if we are to maintain an adequate supply of tea to this country.

No Immediate Advance For Canned Goods

THROUGH a recent ruling of the Railway Commission it was proposed to remove the existing arrangement whereby canned goods in car lots, shipped from Ontario points to Montreal and east of Montreal, were permitted to come forward under special commodity rates. This has raised a storm of protest upon the part of the canners and the Montreal Grocers' Guild, and, as a result of the representations made, the Railway Commission has granted a stay of proceedings until the case can be gone into fully on a date to be arranged.

It is said that the increase that would result from the application of the proposed change would be 20 or 25 per cent., or even greater. Since the greater portion of the canned goods coming into Montreal and into many parts of the territory eastward from there come from Ontario, it was argued that the price to consumers would be very excessive and quite unreasonable from a comparative standpoint with other centres. Naturally, when the matter comes up for hearing there will be a considerable amount of argument and lively debate.

NEWS FROM WESTERN CANADA

WESTERN

L. M. Weeks, grocer, Edmonton, Alta., has sold out.

W. W. Brown, grocer, Lougheed, Alta., has sold to Jas. A. Riddle.

O. B. Prosser, general merchant, Westlock, Alta., has suffered loss by fire.

Mr. Elliott, who came here from Nova Scotia eleven years ago, has been in business here about as long as any of the merchants in that place.

O. H. Sellin, A. R. Carlson and Alex. Aso have dissolved their partnership in the Metiskow Trading Company, Metiskow, Alta., and a new partnership has been arranged between Wm. A. Cooper, Alfred R. Carlson and O'af H. Sellin.

Arthur Davidson has bought a half interest in the general store business conducted for the past eleven years by A. B. Elliott, at Summerland, B.C., which includes both stores and since the first day of the present month has been actively identified with the business.

NEW MANAGER FOR KELLY-DOUGLAS CO. AT PRINCE RUPERT

T. Arneil, manager for the Kelly-Douglas Company in Prince Rupert, B.C., has moved to Seattle, his successor in Prince Rupert being Charles Mills, of Vancouver.

Getting the Goods Off the Shelves

Putting the Goods on the Tables Where Customers Can Readily See Them Proves Effective in Attracting Customers—Dressing Window Friday Night Good Business

Mr. J. McLeod, grocer, of Melville, Sask., in discussing the advisability of country merchants personally soliciting the farmers in their homes for grocery orders so as to combat the mail-order houses, recalled that when he was in business in Eastern Canada it was customary for all merchants to solicit country business in this way. Personally, however, he was of the opinion that instead of going out after business in this manner every possible method should be used to get the farmers and their wives into the store. Here with an attractive assortment of goods on display they would be more likely to purchase goods on view, and make extensive purchases, than if they had been canvassed in their homes.

In this latter respect Mr. McLeod followed out to the letter his policy of getting the goods off the shelves and onto the centre of the floor. The entire centre space in his premises is taken up with tables on which there are fresh lines of goods placed from day to day.

Wisdom of Dressing Windows Friday Night

This merchant says he cannot urge too strongly the advisability of dressing the front windows shortly after 6 o'clock on Friday night. As a trade bringer he says it has wonderful results which are seen the first thing Saturday morning and all day Saturday. Every Friday night he puts his best efforts into making a window display that will 'hit them in the eye," as he expresses it. Coupled with this display he has devised some brilliant lighting effects so that on a Friday night his store front stands out like a diamond in an ebony setting. In a country town Saturday is the big buying day for the family, and there are many housewives who look over the McLeod windows in contemplation of what their purchases are going to be on the morrow. Even if they do not happen to be down town on Friday night, they have seen the display of this live merchant on many former occasions, and have learned that he plans to give special values on the last day of every week, and that for his big Saturday trade he is in the habit of laying in fresh supplies.

A Policy of Cheer

A policy of cheer dominates this store at all times. The proprietor, a vivacious Irishman, radiates sunshine himself all day long; he is never too busy to pass a merry jest, and his clerks have caught his spirit. It is fine for business.

There is one cloud, however, that casts its shadow over this genial merchant, and that is the custom of wholesalers in this part of the country to sell direct to the hotels. He states that Melville hotels purchased canned goods and lard by the case. They also have heavy purchases of bacon wholemake heavy purchases of bacon wholesale houses who thus rob the local merchant of his legitimate trade.

AN EDIBLE OIL FROM APRICOT PITS

California has an annual by-product of 7,000 tons of apricot pits, which were formerly sold to Germany and Denmark at $45 a ton. When the war closed this market, and the price dropped to $15, a California chemist bought a supply and started experimenting. He is now marketing a substitute for olive oil; a meal used in cooking; oil of apricot, known as bitter oil of almonds; American blue from which prussic acid can be made, and a number of other by-products, which give a total yield of more than $200 for a ton of apricots.

Editor, CANADIAN GROCER.

I am a subscriber to your valuable paper.

With reference to the enclosed cutting, written by H. Amas, Nelson, B.C., I have often asked of the packing houses' representatives why this is allowed? Mr. Editor, 'If you eat bacon or ham prepared by any packing house, you, as well as the consuming public, are interested in this matter. I notice particularly one firm uses the heaviest paper (two wrappers) and there seems to be no shortage of it, because they get on an average 50c per pound for same.

You will be doing the retail trade good service to let us know if the Board of Agriculture grants the packers this concession. The Nett Weight Act, stamped on every package, tins or container, the same as in the U.S.A., is what we want for the good of all in Canada. I remain,

Yours truly,
W. T. ROUTLEY, Winnipeg.

PROHIBITS ADVERTISING SIGNS ON HIGHWAY

BUFFALO, N.Y., Oct. 1.—Advertising signs and signs of other character along the highways, except those giving directions, or warnings of danger, are being removed by order of Colonel Frederick S. Greene, state commissioner of highways. Political advertising comes under the ban.

Colonel Greene was in Buffalo recently and issued instructions to Charles J. McDonough, division engineer of the department of highways, to see that all signs, except those giving warnings of danger or road directions, are at once removed.

Mr. McDonough said yesterday that the work of removal is being carried out by the repair gangs as they go along the roads.

There is a state law prohibiting advertising signs within the limits of a highway, but it has never been strongly enforced. Permission has in some instances been given to place these signs, particularly where they had a feature that might be counted of value to the tourist.

It was said by Mr. McDonough that the signs had become so numerous that automobilists had reached a point where they paid but little heed to them, even overlooking danger signs.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets this week is the arrival of new dried fruits and Southern rices. New seedless raisins are selling slightly easier than the old crop. A shipment of evaporated peaches also arrived this week. New rice of splendid quality is selling at 16 cents. On the whole, however, grocery commodities are steady and strong this week. Teas and coffees continue very firm.

TORONTO—Prices of groceries are for the most part steady this week, changes being very few in number. The receipt of new California raisins has resulted in slightly easier quotations on the new crop as compared with the prices old crop raisins were bringing. New Southern rice is also for sale on the market this week. The rice is of very fine quality and the figure at which it is selling is fairly reasonable, considering the higher quotations that have been ruling on top quality rice. News of damage to the rice crop, by heavy rains, however, is likely to influence prices to stronger levels, as no doubt supplies for this market will be curtailed. New apricots and prunes from California have not yet arrived, but a car of dried peaches reached Toronto dealers this week. Prices on all these fruits are likely to be high and considerably above the opening prices of a year ago. The sugar situation is still acute and supplies are in very limited quantities. Some refiners and wholesalers express the opinion that there will not be normal supplies of sugar until after the New Year. There is an extremely heavy demand for sugar just now. Prices are likely to remain at present high levels, as quotations on raws are very strong. The movement of new canned goods to the retail trade is very active. Prices are strong at the opening figures. Rolled oats in bulk are offered at a lower figure this week, $4.90 being the quotation on bags of 90 pounds. No changes are reported on package lines. Crisco has advanced another 20 cents, the price for ones and threes being $12.65, and for fours and sixes $12.50. Cigarettes also show new advances this week, two well-known lines advancing to $14 per thousand, another kind selling at $12.50 per thousand. Teas and coffees are very strong with practically no changes in quotations as compared with a week ago. Spices, too, are very strong and in active demand.

In produce lines fresh meats and provisions still rule at the easier prices, inaugurated a fortnight ago. In fact, in some instances slightly lower figures prevail. Cheese, eggs and butter are stronger, largely because of increased demand. There is a good demand for fish at steady prices and receipts of poultry are fairly heavy. Ontario potatoes are offered slightly lower this week at from $1.75 to $1.85 per bag.

MONTREAL—An advance of three cents per gallon has been made effective for fancy molasses. This is in definite accord with the trend of the market in recent weeks and bears out the definite tendency forecast in CANADIAN GROCER last week. Compound jam is also marked higher half a cent per pound. Sisal rope is reduced. The sugar situation is serious enough yet and some jobbers are supplying their customers with only soft sugars. New pack pears are received and are higher in price. Beans are still steady and are moving well. Nuts and dried fruits are still active and firm. Raisins may go higher. New Greek currants are now coming to Montreal and a cargo is looked for within three weeks. Peels are marked up for the new crop. Rices are firm and the better grades particularly so. Pail honey is advanced one cent per pound. Teas are high and firm, while cocoa is firming and may be marked up. Spices are particularly high and there may be mark-ups on some of these goods soon. Canadian chicory is reduced in price. Feeds are very firm and are selling well. Cornflakes are marked down. Rolled oats are lower, in definite accord with the tendencies outlined last week in CANADIAN GROCER. Rough grains are marked higher. Onions are very high in price and many of the coarser vegetables are getting scarce—notably tomatoes. Trade is quite active.

WINNIPEG—Grocery lines in Winnipeg are for the most part strong and steady. The sugar situation here is somewhat improved, but supplies are far from being plentiful yet. There is a very heavy inquiry for canned fruits and quotations on the same are very strong. Shipments of new raisins are beginning to arrive and this will help the situation very materially, as stocks were getting low. Teas and coffees are very strong and the trend in these commodities is decidedly upward.

In produce lines, prices are steady. Quotations on live hogs are inclined to be easier, the trade being slow and draggy. Lard is steady, with a good demand. Fish prices are unchanged with a very active inquiry for the same.

QUEBEC MARKETS

MONTREAL, Oct. 22—Quite a decidedly strong undertone is manifest this week in most items in the grocery list and some important advances are recorded, the most important being that of three cents per gallon for molasses. This was clearly forecast in CANADIAN GROCER last week. Other lines are firm, too, as referred to in the general summary.

Rope is Lower;

Montreal.

ROPE, JAMS.—A decline of price amounting to 1½ cents per pound is effective for sisal rope, making the base price 26 cents. Upton's compound jam is ½ cent higher in price for the 30-pound pails to 16½ cents.

Hard to Get Granulated Sugar; Jobbers Sell Soft

Montreal.

SUGAR.—It is impossible to say that there has been any improvement in the situation this week. Supplies of raw sugar are being melted as fast as received, and the movement of raws has been quite heavy. With a short supply in hand everywhere, however, the refineries cannot overtake the demand, and this week there is little granulated sugar to be had. The jobbers are selling soft or brown sugars to a much greater extent, and, in point of fact, some of them have no others to offer. The price basis is without change, but the undertone is very firm. Improvement can only come gradually.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 00
Dominion Sugar Co., Ltd., crystal granulated	11 00
St. Lawrence Sugar Refineries	11 25
Icing, barrels	11 20
Icing, 25-lb. boxes	11 60
Icing, 50-lb. boxes	11 40
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden) 10 25	10 75
Yellow, No. 3 10 15	10 65
Yellow, No. 4	10 10
Powdered, barrels	11 00
Powdered, 50s	11 30
Powdered, 25s	11 60
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack.	13 25
Paris lumps, barrels	11 60
Paris lumps (100 lbs.)	11 70
Paris lumps (50-lb. boxes)	11 80
Paris lumps (25-lb. boxes)	12 00
Paris lumps (cartons, 5-lb.)	11 70
Do., cartons, 2-lb.)	13 50
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Demarara light, per lb.	0 10

New Pack Pears Are High in Price

Montreal.

CANNED GOODS.—The present movement of canned goods is limited and the price basis for the most part is steadily unchanged. New pack pears in heavy syrup are to hand, and some lines are very high in price—the better ones in particular. Various qualities of fish and sardines, herrings, etc., that have been scarce for a long while, are again received in moderate quantities. Some new Portuguese sardines are to hand, and these are selling for $24 per 100 tins.

Canned Vegetables—		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 80	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (Sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 00½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	....	3 00
Peas, Sw. Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	....	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, 20 oz., doz.	....	....
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Strawberry, 2s, heavy syrup	....	4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.	....	4 30
Cohoes, 1 lb. tall	....	3 75
Do., ½ lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 40
Chums, 1 lb. talls	....	2 00
Do., ½s, flat	....	1 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48 1s	....	1 90
Do., ½s	....	1 65
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Beans Steady Sellers Price Basis is Held

Montreal.

BEANS, PEAS.—New crop beans are very excellent in quality from the Quebec growers, it is stated. The movement is steady, speaking seasonably, and the prospect for a good season is fairly satisfactory. The influence of Japanese beans on this market is somewhat in the nature of inducing easier price tendencies, but actual changes have not developed.

BEANS—		
Canadian, hand-picked, bush.	5 50	5 75
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	....	4 00
Peas, split, new crop (98 lbs.)	7 00	7 25
Peas (blue)	0 08	0 09
Peas, Japanese, green, lb.	0 10½	0 11

Nuts Are Delivered As Fast as Received

Montreal.

NUTS.—The movement of nuts is very active, importers stating that they ship these forward to fill standing orders as soon as they are received. The market is naturally strong and declines are not anticipated at this time. New Bordeaux shelled walnuts are received and these are quoted at 80 to 82 cents per pound.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)	....	0 20
Filberts, (Sicily), per lb.	0 28	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Jumbo	0 23	0 25
"G"	....	0 18
Coons	....	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 32
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 26
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Currants Are Coming; Figs, Too; Raisins Firm

Montreal.

DRIED FRUITS.—A ship cargo of Greek currants is now en route to the Port of Montreal by the steamer Cairgowan, and these ought to arrive within three weeks. They will relieve the situation, and import price is said to be around 20 to 21 cents loose, and 23 to 24 cents in packages. Raisins are moving freely, and the prospects are for higher prices, some assert. While evaporated apples have been ruling easier, it is thought in some jobbing circles that the big export demand will serve to prevent much lowering of price. New crop peels are received and the prices are from 2 cents to 4 cents per pound higher.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 25	0 25½
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice seeded, 12 oz.	....	0 14
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz.	....	2 75

Better Rices Will Be High; Good Stock

Montreal.

RICES.—In view of the fact that control which has been in effect in various countries for some time past is still effective, the importers here feel that little relief can be anticipated in the matter of supplies at the present time. Good grades are still firm and will probably hold high, or even advance. It may be that some of the less costly grades will be available in fair quantities and at prices that will be considered fairly moderate. The present situation is not particularly easy to define.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Patna	0 14	0 15½
Broken rice, fine	....	7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 13½	0 14
Tapioca (pearl)	0 13½	0 14
Tapioca (flake)	....	0 13
Sago (white)	0 15	0 16

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Pail Honey Up One Cent; Seasonable Sale Syrup

Montreal.

HONEY AND MAPLE PRODUCTS.—The undertone is fairly firm for honey, and the ten-pound pail price is advanced 1 cent to 19 cents. There is plenty of stock in this province and prices are being pretty firmly held by the apiarists. Maple sugar and syrup are both moving well for this season of the year, and there is ample supply to meet the requirements.

Maple Syrup—		
13½-lb. tins (each) (nominal)	....	....
10-lb. cans, 6 in case, per case	....	16 70
5 gal. (Imperial), crated	....	16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case	....	7 00
In cases of six, 5-lb. blocks, cs.	....	9 60
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb pails	....	0 26
5-lb. pails	....	0 25
Buckwheat (60 lb. tins), lb.	....	0 19

Molasses Has Advanced; Syrups Free Sellers

Montreal.

MOLASSES, SYRUPS. — "Molasses May Go Up." Such was the caption in the market report of CANADIAN GROCER last week. An increase of 3 cents per gallon has been effected here, and this follows the very definite tendencies forecast in recent issues. Many have expressed their belief that there will be no low-priced molasses, and the trend of various factors bears this out. The movement has been fairly active. Movement of corn syrups is still heavy and the cane syrup demand would also be large were these to be had.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08½
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08

Note—Prices on molasses to outside points average about 3c per gallon less.

Many Buying Tea; Its Price Firming

Montreal.

TEA.—Prices are steadily firming on Ceylons, and with the exchange rates continuing high it is clear that there will be nothing but a firm market for some time. In speaking with a jobber this week, CANADIAN GROCER was informed that teas which were just received, and which had left Ceylon three months ago, are now quoted at almost twice the price at which the teas just taken into stock were bought. The outlook is for steadily high prices, and with advances for better grades not at all unlikely.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 40	0 42
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffees Are Active; Cocoa May Go Higher

Montreal.

COFFEE, COCOA.—There has been a continued movement of coffee to the trade, and the basis is continuing very firm. Importers state that they do not look for price revisions at the present time or in the immediate future. The cocoa markets are decidedly firm, and some proprietary lines are already marked up. It is more than likely that various lines of chocolate coating sugar will tend to higher levels, and new quotations may be issued by the makers ere long.

Coffee—		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Very Firm Spice List; Chicory is Lower

Montreal.

SPICES.—With a steadily active demand prices on nearly every line of spice are well maintained, and some items in the list are decidedly firm. White peppers are firm at around 40 cents to the importer, and when exchange and duty are paid, the price runs well into half a dollar the pound. Cream of tartar is steadily high and rather scarce. Pickling spice is moved higher and is selling at 28 to 30 cents. Canadian chicory is marked down to 20 cents per pound.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 65	0 70
Cream of tartar (French pure)	0 75	0 80
Chickory, Canadian	....	0 20
American high test	0 80	0 [illegible]
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32

Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 [illegible]	[illegible]
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 [illegible]
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Flours Are Steady And in Fair Demand

Montreal.

FLOUR.—Demand for flour is steady and quite satisfactory. The movement of wheat to the mills has been steady and quite a considerable milling has been in progress. The tendencies are steadily firm without change and millers will welcome further export business. Strikes in various shipping centres have not helped the export movement.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Lower Price Quoted On Package Flakes

Montreal.

PACKAGE GOODS.—The trade has continued rather active for these lines and there is but one price change—that of a decline for Kellogg's Toasted Corn Flakes. These are reduced to $3.75 per case, and the reduction is doubtless due to the reduced price for corn. Pancake flour is again beginning to move out to the trade.

Corn Flakes, 3½s, case	3 75 3 90	4 15
Rolled oats, 20s	....	5 60
PACKAGE GOODS		
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	4 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Farina, case	....	2 35
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Pancake flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-Raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12

Rolled Oats Easier And May Go Lower

Montreal.

CEREALS.—The trend of the market for oats is easier, and one jobber has reduced his prices this week to $5.10 per 90-pound sack. This tendency was definitely referred to in last week's CANADIAN GROCER. It is probable that still lower prices will be in effect, the bottom not being reached yet, some assert. The movement of cereals is fair, but cold weather would stimulate demand. Export has been restricted owing to the strike situation of freight handlers.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 65	6 00
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	5 10	5 15
Rolled wheat (100-lb. bbls.)	....	7 10
Tapioca flour, lb.	0 15	0 16

Shorts Very Firm; Is Larger Export

Montreal.

FEEDS.—The movement of feed has been quite heavy, and owing to the lifting of restrictions shipments of shorts and bran to the States have been heavier of late. The tendencies are higher and prices may be advanced if the weather conditions should turn cold. Supplies are fairly adequate at present.

Shorts—		
Mixed cars	....	55 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, midlings	....	64 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

Apples Big Sellers; Most Fruits Firm

Montreal

FRUITS.—A heavy sale obtains for all lines of fruit, and the prices are continuing steady with practically no change. Peaches and plums are nearly finished for the season, and pears are getting scarcer.

Apples—		
St. Lawrence	....	8 00
Fameuse	....	8 00
Gravenstein	5 00	5 50
Alexander,. No. 1	7 00	7 50
Wealthy	7 00	8 00
Bananas (as to grade), bunch	5 00	6 00
Cranberries, bbl.	....	13 00
Do., gal.	....	0 75
Egg plant	1 50	2 00
Grapes, Tokay (box), 30 lbs.	....	2 50
Grapes, basket	....	0 40
Grapefruit, Jamaican, 64, 80, 96	....	5 50
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	7 00	7 50
Plums, blue prunes	....	2 75
Pears, California	....	6 50
Keiffer Pears (box)	....	3 00
Do., bbl.	....	8 50
Peaches (box)	....	2 25
Peaches (small basket)	....	0 75
Peaches (large basket)	2 00	2 75
Oranges, Cal., Valencias	....	6 75
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 25

Onions Are Higher; Plenty Potatoes

Montreal.

VEGETABLES.—There are plenty of vegetables to be had still, and prices are higher this week for onions. The range of price for lettuce, imported, is also high. Tomatoes are becoming scarce. There will soon be a restricted list from which to select. Potatoes are coming to hand well and are selling at $1.50 to $1.60 per bag of 90 pounds.

Beans, new string, Montreal, 20-lb. bag	1 50	2 00
Beets, new, bag (Montreal)	....	1 90
Cucumbers (hothouse), doz.	....	2 00
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	0 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	0 50	1 00
Corn, doz.	....	0 25
Garlic, bunch	....	0 40
Lettuce, Boston (2 doz. crate), crate	....	2 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	2 50
Onions, yellow, 75-lb. sack	2 75	3 25
Yellow, 75-lb. sack	....	3 75
Do., red, 75 lbs.	3 25	3 50
Do., cases	....	8 50
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 25
Potatoes, Montreal (90-lb. bag)	1 50	1 60
Do., sweet, hamper	....	2 75
Radishes, doz.	....	0 25
Rhubarb, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal) 30-lb. box	....	0 50
Do., Rose	1 50	2 00
Do., green	....	0 50

Grains Are Higher; But No Hay Change

Montreal.

HAY AND GRAIN.—Prices have been held without change on hay, and the farmers are at least going to make a try for high prices. Whether they will be able to get what they want is another matter. There is not a great deal of demand just yet. Advances have been recorded this week for both oats and barley, and still the former ought to be easier. Transportation is said to be rather difficult.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 96
No. 3 C.W.	....	0 95
Extra feed	....	0 95
No. 1 feed	....	0 94
No. 2 feed	....	0 92
Barley		
No. 3 C.W.	....	1 49
No. 3	....	1 48
No. 4 C.W.	....	1 46

ONTARIO MARKETS

TORONTO, Oct. 24—Receipts of new California raisins at lower prices than the old crop was selling is the feature of the markets this week. Shipments of raisins are expected to be steady from now on. No prunes and apricots are on the market yet. New Southern rice is being offered to the trade. It is of very fine quality. The sugar situation is still acute and wholesalers do not look for normal supplies until after the New Year. Canned goods are moving freely and are steady at the opening prices.

Sugar Situation Shows Little Change

Toronto

SUGAR.—No changes are reported in quotations on sugar this week. St. Lawrence is firm at $11.46 per cwt., Toronto, and the other refineries are unchanged. Refiners state that the supplies of sugar will not be normal until after the first of the year. Shipments are still being doled out very sparingly, and every effort is being made to spread the distribution, so that every retail dealer will get his fair share. Prices are likely to remain firm for a long time to come as quotations on raws are very strong, and there is big demand for sugar, not only for domestic account, but for export as well.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 21
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20 5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Another 20 Cent Jump in Crisco

Toronto.

MISCELLANEOUS.—Another advance has taken place in the price of Crisco. On Monday of this week the manufacturers announced an increase of 20 cents per tin in the prices to the trade. Sizes 1s and 3s are selling at $12.65, and 4s and 6s at $12.50. Players and Tuxedo cigarettes have advanced to $14 per thousand, and Gold Crest cigarettes are $12 50 per thousand. Toy Gusto, that has been off the market now for some time past, is again being quoted by wholesalers. The price is $4.20 per case.

Molasses and Syrups Steady and Strong

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is very strong, with a moderate demand for both. Prices are unchanged, being steady at the quotations that have been ruling now for some weeks.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, ½ doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	5 75
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 40
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60 6 00
West Indies, 1½s, 48s	4 60 6 95

Bulk Rolled Oats Selling at $4.90

Toronto.

CEREALS.—The feature of the market for cereals this week is the decline in the quotation on bulk rolled oats in 90 lb. bags. Some dealers are quoting them at $4.90, and others are asking $5, as compared with a previous price of $5.25. Other lines are at unchanged figures.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour		
Rolled oats, 90s	4 90	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	6 50
Blue peas, lb.	....	0 10

Active Demand For Package Lines

Toronto.

PACKAGE GOODS.—The market for package goods is steady, with demand for most lines very active. Rolled oats are selling very freely, with the price ruling for 20s at $5.60 per case, and the 20s in the square packages being quoted at from $5.10 to $5.60. Cornflakes are quoted at from $4 to $4.60 except in the case of certain companies who are making a special offer for the balance of the month at a lower figure.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Brisk Inquiry For Canned Goods

Toronto.

CANNED GOODS.—There is a very good demand for canned goods. Retailers are buying supplies for the season, and the movement just now is considered brisk. Salmon is selling freely, and reports from Vancouver are to the effect that the sockeye salmon has been pretty well cleaned up. The Government has prohibited the catch of sockeye at the mouths of the creeks, with the hope that with the aid of rains, the fish will be carried to the spawning grounds. Something has to be done to preserve the sockeye and to increase the supply. Canned fruits and vegetables are steady at the opening prices, with the market very strong.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	3 00
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	1 97½	2 02½
Peas, early June, doz.	2 12½	2 17½
Do., Sweet Wrinkle, doz.	2 40	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	....
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	....	....
Do., shredded, 2s, doz.	....	....
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 50	3 60
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Raspberries, 2s, H.S.	4 65	4 75
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricot, 4s, each	....	0 90
Black currants, 16 oz., doz.	....	4 00
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84

Peach, 4s, each		0 88
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.		4 50
Do., 4s, each		1 10
Strawberries, 16 oz., doz.		4 50
Do., 4s, each		1 15

New Seedless Raisins Now on Market

Toronto.

DRIED FRUITS.—New Thompson's seedless raisins have arrived on the Toronto market and are being sold to the trade this week. There are no Californian apricots and prunes on the market as yet. Further shipments of raisins are expected shortly. Arrivals to date are of excellent quality, and are selling at a lower figure than the old crop raisins. In bulk they are quoted at 19½ cents, and in 15 oz. packets at 20½ cents. New California dried peaches are expected on the market this week, and apricots and prunes should now be along at any time. Lemon and orange peel is quoted at 42 to 44 cents per pound. Citron is selling at 60 cents per pound. Grecian currants are selling at from 25 to 26 cents. A shipment of Grecian currants, expected early in November, should sell at from 22 to 23 cents per pound. Portuguese figs are expected on this market some time in November. They will probably sell to the trade at from 18 to 20 cents per pound.

Apricots, unpitted		
Do., fancy, 25s		
Do., choice, 25s		
Do., standard, 25s		
Candied Peels, American—		
Lemon		0 42
Orange		0 44
Citron		0 60
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 75
Dromendary, 3 doz. in case		7 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		
40-50s, per lb.		
50-60s, per lb.		
60-70s, per lb.		0 26½
70-80s, per lb.		
80-90s, per lb.		
90-100s, per lb.		
100-120s, per lb.		0 15½
Peaches—		
Standard, 25-lb. box, peeled		
Choice, 25-lb. box, peeled		
Fancy, 25-lb. boxes		
Practically peeled, 25-lb. boxes		
Extra choice, 25-lb. box, peeled		
Raisins—		
California bleached, lb.		
Extra fancy, sulphur, blch., 25s		
Seedless, 15-oz. packets		0 23
Seeded, fancy, 1-lb. packets		
Seeded 15-oz packets	0 18	0 18½
Seedless, Thompson's, bulk		0 19½
Seedless, 16-oz. packets		0 20½
Crown Muscatels, 25s	0 15¾	0 17
Greek Sultanas	0 25	0 27

Teas on Spot Are Getting Scarce

Toronto.

TEAS.—It is very hard to secure desirable teas, now on spot an importer told CANADIAN GROCER this week. Some dealers were selling back to the jobbers last week, for Montreal account. New teas are costing very high figures, and more than teas are selling at on spot. There are some new teas now on the ocean for this market, and they have been bought at very strong figures. Buying at present figures is advisable as teas are likely to be higher in the near future.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Good Coffees in Stock Are Light

Toronto.

COFFEES.—Coffees on spot are unchanged in price. The New York market is steady and firm, varying very little from day to day. The chief complaint of importers is the small size of stock on hand. It is stated that desirable coffees in the hands of Toronto dealers are very light indeed. There is a very brisk demand here for coffees, and this fact, coupled with the scarcity of supplies, tends to keep prices very firm, although in spite of this, there has been no tendency to advance. The longshoremen's strike at New York has interfered with the movement of coffee consignments to this country.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.		0 51
Chicory, lb.		0 30
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Spice Market is Steady and Strong

Toronto

SPICES.—The market for spices is steady and strong. There is still a very active demand for most lines, although not as heavy as a few weeks ago, when the pickling season was at its height. Cream of tartar is very strong, and has a brisk inquiry. Prices of the latter while very strong are unchanged.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole		0 35
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure		0 75
American high test bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 50

New Almonds Are Now at New York

Toronto.

NUTS.—New almonds have arrived in New York for shipment to Canada, and are held up by the dock-hands' strike there. These almonds will be very high, and will cost the trade over 40 cents per pound in the shell. Walnuts are almost prohibitive in price, that is, the French walnuts. Unsweetened cocoanut is still very strong, selling at 37 cents per pound, and the sweetened cocoanut at 45 cents. Spanish peanuts are quoted at 25 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		
Cocoanut, unsweetened, lb.		0 37
Do., sweetened, lb.		0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.		0 85

Blue Rose Rice Selling at $16 Per Cwt.

Toronto.

RICES.—New Southern rices are now being sold on the market. Shipments of Blue Rose rice have arrived, and are now in the hands of the wholesale. It is selling at 16 per cwt. While the prices are easier than has been ruling for a Blue Rose rice, it is likely to advance again, as advices from the South on Monday of this week announced that there had been considerable crop damage by rains. This is likely to decrease the crop, and prices are apt to be high in the face of a curtailed supply, and a very heavy demand. Tapioca is selling at 15 cents and sago at 14 cents

Texas, fancy, per 100 lbs.		
Blue Rose, Texas, per 100 lbs.		16 00
Honduras, fancy, per 100 lbs.		
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.		17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu		16 00
Do., Mujin, No. 1		16 00
Do., Pekling		14 00
White Sago		0 14
Tapioca, per lb.		0 15

Maple Syrup is Getting Scarce

Toronto

HONEY, MAPLE SYRUPS.—The market for honey is steady, with prices to the trade unchanged. There is a fair amount being bought but only at a strong figure. Maple syrups are higher this week. The supply bought last spring was comparatively small and it is now being exhausted. Maple syrup, 8½ lb. tins, 10 to a case, are quoted at $18, and the wine quart tins, at $17 per case.

Honey, Clover—	
5-lb. tins	0 25
2½s, tins	0 26
10-lb. tins	0 24
60-lb. tins	0 24
Buckwheat, 50-lb. tins, lb.	0 18

Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Good Crop of Beans is Likely

Toronto.

BEANS.—Reports are to the effect that there is a very fair crop of beans this year, and the quality is of a very fine order. Prices to the trade are very firm. Ontario 1 lb. to 2 lb. pickers are selling at $5 per bushel, and the hand-picked beans at from $5.50 to $5.75 per bushel. Marrowfat beans are quoted at from $6 to $6.50.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	$5 00
Do., hand-picked, bus.	5 50	5 75
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 15

Brisk Demand For All Fruits

Toronto

FRUITS.—Shipments of bananas have been held up on account of the dock-hands' strike at New York and supplies among some wholesale dealers are light. They are selling to the trade at a steady figure, 8 cents per pound. Valencia oranges are ranging in prices from $6 to $7.25 per case, according to sizes. Grapefruit is arriving freely at from $5 to $5.50 per case. There is a good demand for barrel apples at the present time, and receipts now coming forward are fairly heavy. They range from $6 to $7.75 per barrel for the better grades. Canadian grapes are still being offered at from 42 to 50 cents, and California Tokays are $3.25 per box.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	7 25
150s and 126s	6 00	6 75
96s, 100s, 250s, 288s, 324s	4 00	5 50
Lemons, Cal., 270s, 300s	....	8 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 00	5 50
300s	....	8 00
Do., California, 270s, 300s	....	8 50
Apples, barrel, Wealthy, Alexander, Wolf River, Colvert, Jennetting, Pippin, Kings, No. 1	7 00	7 75
Do., No. 2	6 00	6 75
Do., No. 3	4 00	5 00
Nova Scotia Gravensteins, bbl.	....	5 25
McIntosh Reds, box	3 25	3 35
Cal. Clairgeau Pears, box	....	5 25
Oregon Howell, box	....	5 50
Can. Pears, 11 qts.	....	1 00
Grapes, Cal., Malaga, bbl.	....	8 25
Do., Cal. Tokay	....	3 25
Can. Grapes, 6 qts. lenos	0 42	0 50
Cranberry, Cape Cod, bbl.	....	12 00
Do., half barrel	....	6 00
Boxes	....	4 50
Can. Chestnut, peck	....	2 20

Ont. Potatoes Selling Lower

Toronto.

VEGETABLES.—Ontario potatoes are quoted at easier figures than a week ago. The best of them are selling to the trade at $1.85 per bag, and seconds at $1.75. Beets are quoted at from $1 to $1.25, and cabbages at from $2 to $2.25 per barrel. Onions in 100 lb. sacks are unchanged in price at $5. In 25 bag lots they are selling at $4.50. Thedford celery is now arriving, and is selling to the trade at $5 per case. Cauliflower is selling at $1.50 per box. Jersey sweet potatoes are $2.25 per hamper.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 00	2 25
Carrots, per bag	....	1 00
Lettuce, crate, 2 doz.	....	3 50
Onions, Yellow Danvers, 100-lb. sacks	....	5 00
Onions, 25-bag lots	....	4 50
Spanish Onions, large cases	....	6 00
Do., medium crates	....	3 50
Onions, pickling, according to size	1 50	2 25
Peppers, green, doz.	....	0 75
Do., red	0 50	1 00
Celery, Thedford, case	....	5 00
Cauliflower, box 12	....	1 50
Potatoes—		
Ontario, 90-lb. bags	....	1 85
Ontario, No. 2s	....	1 75
New Brunswick	2 00	2 10
Jersey Sweet Potatoes, hamper	....	2 25
Turnips, bag	....	1 00
Tomatoes, 11-qt. basket	0 60	0 75
Egg plant, 11-qt. basket	....	1 00
Gherkins, 11 qts.	1 50	2 50
Mushrooms, 4-lb. basket	....	3 50

Flour Quotations Holding Steady

Toronto.

FLOUR.—There is a little better movement of flour for domestic account, and shipments are heavy for export. Prices to the trade are unchanged.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Shorts Have an Active Inquiry

Toronto.

MILLFEEDS.—There is a very good demand for shorts but bran is moving slowly. Prices to the trade on bran and shorts are steady and strong.

Bran, per ton	....	45 25
Shorts, per ton	....	55 25

WINNIPEG MARKETS

WINNIPEG, Oct. 22—The markets in groceries this week show little change. There is a good demand for most lines and new goods are daily arriving on the market, relieving the shortage in some articles.

Sugar Situation Not Improving

Winnipeg, Man.

SUGAR.—While the shortage of sugar is not felt as keenly as it was on account of most of the fruit preserving being over, there has not been any marked improvement in the supplies coming forward from the refineries than there has been for the past few months. By some wholesalers higher prices are looked for for next year. Cuban raws for January delivery have opened very high indeed. Many sales are reported in excess of the fixed price.

Cereal Quotations Are Unchanged

Winnipeg, Man.

CEREALS.—There are no changes reported in prices of cereals this week. Quotations to the trade are unchanged.

Dried peas, 100-lb. bag, per lb.	0 12	0 12¼
Split peas, 49-lb. bags, per sack	0 10	0 10¼
Corn meal, 49-lb. bags, per sack	....	2 65
Do., 24-lb. bags, per sack	....	1 32
Oatmeal, granulated, 49-lb. bags, per sack	....	3 05
Do., 24-lb. bags, per sack	....	1 55
Rolled oats, 80-lb. bags, per sack	....	4 50
Do., less quantities, per sack	....	4 60

Active Inquiry For Canned Fruits

Winnipeg, Man.

CANNED GOODS.—There is a very active inquiry for canned fruits at the present time. New crop goods are now on the market.

Blueberries, 2s, per case	....	5 00
Cherries, 2s, per case	....	7 25
Gooseberries, 2s, per case	6 30	6 10
Lawton berries, 2s, per case	....	8 50
Peaches, 2s, cut in halves	....	6 25
Pears, 2s, Bart., heavy syrup	6 10	6 15
Hawaiian Pineapple, sliced, rich syrup, 2s, per case	....	6 50
Do., grated, heavy syrup, 2s, cs.	....	6 40
Do., broken, sliced, heavy syrup, 2s, per case	....	6 30
Plums		
Green Gages, heavy syrup, 2s, per case	....	5 25
Do., do., light syrup, 2s, per cs.	....	4 20
Do., Lombard, choice, heavy syrup, 2s, per case	....	4 90
Do., do., standard, light syrup, 2s, per case	....	4 40
Do., do., finest, heavy syrup, 2s, per case	....	4 80
Raspberries, choice, 2s, per case	....	9 25
Do., standard, heavy syrup, 2s, per case	....	9 20
Do., standard, light syrup, 2s, per case	....	7 90
Strawberries, standard, heavy syrup, 2s, per case	....	8 75

Tapioca and Sago Easier

Winnipeg, Man.

TAPIOCA AND SAGO.—Both tapioca and sago markets are reported much easier. There has been a decline in price of about three cents during the past three weeks. The demand for tapioca is brisk among the wholesalers. Spot stocks of rice are very scarce and are being held at very firm prices. American grades are reported slightly weaker. Samples of American grades being offered by brokers are very poor samples indeed, which, under normal conditions, would not find their way on to this market at all.

Japan Rice, No. 1, 50-lb. bags	....	7 50
Siam, fancy hand, 50-lb. bags	....	7 00
Mikado, Japan, 50-lb. bags	....	5 75
Rice Flour, 100-lb. bag	....	10 25
Do., 4-lb. bags, 20 to bale	....	9 10
Sago, fancy white, sack lots	....	0 12½
Tapioca, pearl, in sack lots	....	0 15
Do., do., broken sacks	....	0 15½

B.C. Early Pack Apples Easier

Winnipeg, Man.

FRUIT.—British Columbia early pack apples are reported easier, while winter apples are quite firm in price. There is considerable difficulty being experienced in moving the crop out of the valley as

Continued on page 36

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 21.—Crisco has made two advances since the last report, the total being 40 cents on 1s and 3s, and 30 cents on 6s and 9s. Lard is quoted at from $20.70 to $21.30. Sago has advanced to 15 cents. Tapioca is now 14 cents, and corn flakes are also lower, Kellogg's being $3.75 and Kellogg's Waxtite $3.65. Krinkles are $3. New evaporated apples are offered at 26¾ cents for 25s, and corn is selling at from $4.20 to $4.80 per case. Tomatoes, 2½s, are selling at from $4.30 to $4.60. Local new-laid eggs are from $18.50 to $19. Candled storage eggs are $17.50. Package dates are a little lower. Campbell's new tomato soup is now $7.20.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 50
Rice, Siam	13 50	14 50
Lemons, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	....	0 56
Do., dairy, lb.	0 43	0 47
Lard, pure, 3s, per case	20 70	21 30
Eggs, new-laid, local	18 50	19 00
Do., candled, storage	....	17 50
Tomatoes, 2½s, standard, case	4 30	4 60
Corn, 2s, case	4 20	4 80
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	10 50
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 30
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	32 00
Oranges	....	7 00
Lemons	10 00	11 00
Grapefruit	....	8 00
Canteloupes, crate	....	4 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 21.—The general state of the market is quiet with few changes. Sugar stocks are still low. Shortage is feared by local merchants. Business is keeping up well. Molasses is higher at from $92 to $93. Lard, pure, is easier but unchanged. The compound is slightly advanced at 30½ to 31 cents. Stocks of dried fruits have just arrived. Evaporated apples are 24 to 25 cents; peaches 28 to 29 cents. Canadian onions are firmer at $5.50. Potatoes in barrels are $3. Better grades $3.25. Crops are good but there is a slight rot in some sections. Dairy products show a tendency to advance.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 25	6 35
Cornmeal, ordinary	4 15	4 20
Rolled oats	....	12 00
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	0 92	0 93
Sugar —		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 29¾	0 30
Eggs, fresh, doz.	....	0 60
Eggs, case	....	0 58
Breakfast bacon	0 47	0 50
Butter, creamery, per lb.	....	0 56
Butter, dairy, per lb.	....	0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 40½	0 41
Lard, compound	0 29	0 29½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb. bags	....	5 00
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Plums, Cal., crate	....	3 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Peaches, Cal., box	2 50	3 00
Bananas, per lb.	0 09	0 10

PROVISION MARKETS

(Continued from page 39)

Prices Steady On All Fish

Vancouver.

FISH.—There is a good demand for fish of all kinds, and prices show no changes as compared with a week ago.

FISH—		
Salmon		
Fresh Cohoe	....	0 15
Fresh Spring	....	0 17
Fresh Steel Head	....	0 10
Fresh Chum	....	0 05½
Fresh Humpback	....	0 05
Chicken Halibut	....	0 14
Chicken Halibut, medium	....	0 16
Block and heavy Cod	....	0 10
Fresh Smelts	....	0 11
Frozen Smelts	....	0 10
Shrimps	....	0 16
SMOKED FISH—		
Imperial Bloaters	0 07½	0 08
Kippers	0 09	0 10
Kippered Salmon	....	0 22
Smoked Pink Spring	....	0 20
Haddies, Western	....	0 10
Do., Eastern	0 16	0 18
Fresh Pilchards	0 05	0 06
Fresh crop, large, doz.	....	1 40
Do., medium	....	0 85
Soles	0 06	0 07

Butter Advances A Cent Per Pound

Vancouver.

BUTTER.—An export demand has advanced the price of buter a cent per pound. Margarine is steady and firm.

BUTTER.—Quotations on butter are

BUTTER AND MARGARINE—		
Government grade	0 56	0 61
Margarine	....	0 36

WINNIPEG MARKETS

Hog Market Firm; Some Advances Noted

Winnipeg.

PORK.—Hog market is reported steady, with good supplies.

Selects	....	17 00
Heavies	14 50	15 50
Lights	15 50	16 50
Sows	11 00	12 00

Butter Prices Steady and Firm

Winnipeg, Man.

BUTTER.—Supplies of butter have fallen off the past week, especially dairy. Prices are:

BUTTER		
Creamery, bricks, 1s	....	0 57½
Creamery, solids, 1s	....	0 56½
Choice prints	....	0 56
Dairy butter, prints	0 50	0 51
Do., plain	....	0 49½
Do., medium	....	0 49

All Eggs Are Very Scarce

Winnipeg, Man.

EGGS.—Eggs are held at very firm prices. Supplies are reported short on fresh and No. one candled.

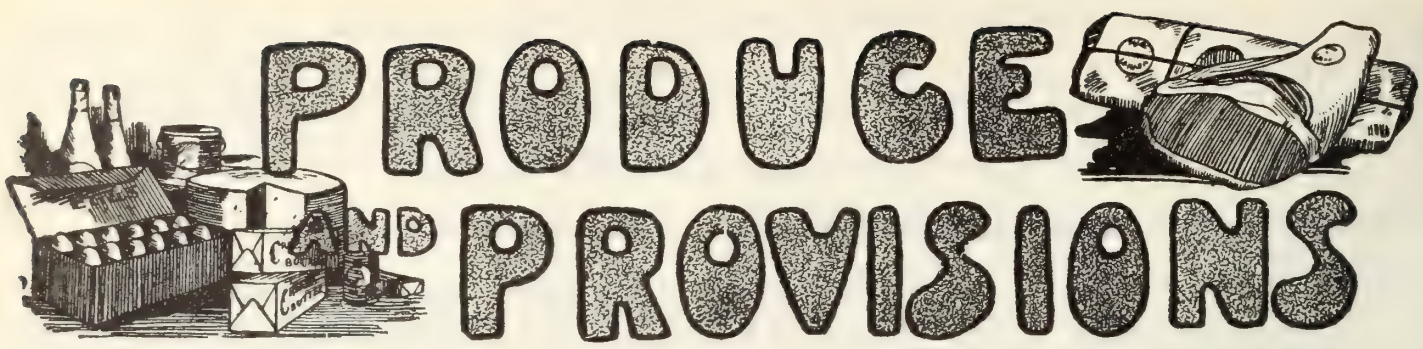
EGGS	
Specials, cartons, per doz.	0 59
New laid, candled, per doz.	0 53
Seconds	0 48

Heavy Sales Reported on Cheese

Winnipeg, Man.

CHEESE.—Cheese prices are unchanged. Heavy sales of cheese are reported by wholesalers and brokers.

CHEESE—		
Manitoba, large		0 29
Do., twins		0 30
Ontario, large	0 30	0 31
Do., twins	0 30½	0 30¾
Do., triplets	0 30¾	0 31



Modern Equipment Necessary to Assure Profit

Sales of Cooked Ham and Bacon Are Often Made at a Loss Despite Profit Charged—Wastage Eats Up Profit—Essential to Have Proper Equipment to Handle This Important Trade

THERE are a number of commodities on which the grocer is believed to mke a substantial profit, which in some instances show him a net loss instead of a net profit. One of these is cooked ham.

As matters now stand in many cases, the dealer carries this commodity as a courtesy to his trade.

Ham bought at 62c retailed, up until a few days ago, at 75-80c a lb. At first glance, this seems to give the dealer a large margin of profit, but two factors are overlooked by the public:

On an average ham (8 to 10 lbs.), there is a loss of from ¾ to 1½ lbs. of unsaleable rind and ends. The ends, which are mainly fat and gristle, are very seldom sold, even for a fraction of their cost. In this item alone, the grocer stands to lose from 47c to 93c on an individual ham.

Waste Kills Profit

Waste in handling is another factor in profit-cutting. Grocers and butchers who use a meat cutter, claim that they can almost entirely eliminate this form of loss, but no one has been able to avoid it entirely. Even if the loss on a 10-lb. ham were only 2 oz. or 1½ per cent., the grocer would be out of pocket to the tune of 7¾ cents (on 62c per lb. basis.)

In discussing this question a retail butcher, A. G. Brown, 125 Ashdale Ave., produced the ends from a ten lb. ham which he had just sold. These weighed 1 lb. 7 ozs. The ham had cost $6.20 and had retailed at 70c a lb. Here we have a loss of 20c, exclusive of the price of twine, paper etc., and all other overhead costs.

And this is only one of the several instances which can be cited in support of the statement that so far as certain commodities are concerned the grocer is actually selling below cost, rather than waxing fat on his excessive profits.

The only way to overcome this ever present possibility of loss, is to take the necessary steps to avoid the waste which is the cause of such loss. Unless the whole ham is sold, it is impossible to figure on a profit. Where modern slicing machines are used, however, it is possible to sell the whole ham, and in this way it is possible to figure the actual cost and the actual money received in return, and while competing with the prices of other merchants, it is yet possible to do this business at a satisfactory profit.

While the profits on these lines are more limited than they once were, the idea of giving up this business is hardly likely to gain much ground. There are some lines that as well as the profit that they bring, are items that have an unusually powerful influence in building business. Cooked ham and other lines are very often an emergency order, an order to meet the needs for a supper for unexpected company, or to fill in the needs for lunch or suppper. It may not be a big sale, but it is a big service, and one that the housewife undoubtedly expects.

GENERAL MARKETS

Continued from page 34

it has to be moved by barges down the river. There is a heavy congestion just now.

Market Weak For Evaporated Apples

Winnipeg, Man.

DRIED FRUITS.—Dried fruits are much easier, especially prunes. It is learned that prunes are being offered at 1½ to 2 cents a pound below the opening prices named by the association to-day. Both the Eastern and United States markets in evaporated apples are much weaker. They are being offered to-day at around 20 cents per pound. The lack of export business has been largely instrumental in bringing the price down.

B.C. Tomatoes Are Damaged

Winnipeg, Man.

VEGETABLES. — British Columbia tomatoes have been damaged badly by the frost of September 27 and 28. There will be some shipped from British Columbia into Saskatchewan, and only a very limited quantity to Alberta.

VEGETABLES—		
Potatoes, per bag	1 20	1 30
Turnips, per bag	....	1 20
Carrots, per lb.	....	0 03
Beets, per lb.	....	0 02
Cabbage, per lb.	....	0 01½
B.C. Celery, per lb.	....	0 12
Manitoba celery, per doz.	....	0 90
Cauliflower, per doz.	....	2 00

Hay and Feed Are Unchanged

Winnipeg, Man.

HAY AND FEED.—No change is reported in the markets for hay and flour.

HAY (prices F.O.B. Winnipeg)—		
No. 1, Timothy	....	31 00
No. 2, Timothy	....	29 00
No. 1, Red Top	....	26 00
No. 2, Red Top	....	24 00
No. 1, Upland	....	24 00
No. 2, Upland	....	22 00

Beans Are in Active Demand

Winnipeg, Man.

BEANS.—Spot beans on the coast are reported much weaker. Large holders are trying to clean up quantities on hand.

BEANS—		
Hand-picked, 100-lb. bags	7 75	8 00
California Limas, 100-lb. bags	0 14	0 15

VANCOUVER MARKETS

Sugar Stringency Not So Acute

Vancouver.

SUGAR.—There is an easier movement of sugar ,and the stringency is not nearly so pronounced as was the case a few weeks ago. Supplies, while not heavy, are being distributed with care, and an effort is made to let all retailers have their due proportion.

Rice Quotations Ruling Easier

Vancouver.

RICE.—There is an easier feeling in the market for rice here. Number one California Jap rice is selling freely around $290 per ton. There is plenty of rice being offered and supplies are ample for the inquiry.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 21—Quite an active trade prevails for various produce and there is likely to be a good movement as the weather conditions grow colder. Hog markets are again firming and prices may be further advanced. Sheep are somewhat easier and cattle quotations are a trifle easier for the various cuts. Smoked and cured meats were marked down and bacon and barrelled pork, too. Roast and cooked hams are marked down 2 to 3c. Lard and shortening are firm. Butter is higher and it would not be surprising if margarine, under this influence, goes higher. Cheese is up one cent under the influence of keener buying in the States. New-laid eggs are up two cents per doz. to 70c. Poultry markets are active and sales are quite large. Receipts of live birds are steadily large. The fish trade is improving daily and much activity prevails, with little price change of any kind.

Hogs Are Firming; Sheep Quoted Easier

ontreal.

FRESH MEATS.—There have been airly heavy receipts of various live attle here this week, and the outlook or hogs is much stronger. Already rices are a trifle higher, and some anti- ipate that further increases will come efore the close of the week. At present, elect live weights are selling for $18 to 18.25 per cwt. Sheep are coming to and well, and the tendencies are easier, rith a prospect of prices being some- hat reduced. The price of various cuts f cows and steers has been somewhat wer.

FRESH MEATS—		
ogs, live	18 00	18 25
ogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs	....	27 00
Sows (heavy)	23 50	25 00
resh Pork		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Bone trimmings and trimming	0 20	0 25
Trimmed shoulders	....	0 29
ork sausage (pure)	....	0 25
armer sausages	...	0 18
resh Beef		

(Cows)			(Steers)	
20	$0 22	..Hind quarters..	$0 24	$0 25
12	0 13	..Front quarters..	0 14	0 15
...	0 27	..... Loins	....	0 35
..	0 22	.... Ribs	....	0 25
..	0 11	... Chucks	....	0 14
.	0 18	..... Hips	....	0 22
alves (as to grade)			0 22	0 28
ambs, 25-40 lbs. (whole carcass), lb.			....	0 23
o. 1 Mutton (whole carcass), lb.			....	0 16

Lower Basis Quoted on Hams, Bacon and Pork

ontreal.

CURED MEATS.—Prices are reduced little all around on hams and bacon. his is the result of the declines that ook place a few weeks ago on pork. orrected quotations will be found here- ith and total about two cents per ound. Barrel pork is also marked down. here is quite a lively demand for all hese lines, and while the market may old at the reduced prices, it is possible hat there will not be further declines at present, in view of the strengthening of live and dressed pork basis.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 38
14-20 lbs.	....	0 37
20-25 lbs.	....	0 35
25-35 lbs.	....	0 29
Over 35 lbs.	....	0 27
Bacon		
Breakfast	0 43	0 52
Windsor	....	0 51
Cottage rolls	....	0 34
Picnic hams	0 25	0 27
Barrel Pork		
Canadian short cut (bbl.) 30-40 pieces	....	54 00
Clear fat backs (bbl.) 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	47 00
Plate Beef	....	32 00
Mess Beef	....	28 00
Bean Pork	....	48 00

Roast Ham and Cooked Both Marked Lower

Montreal.

COOKED MEATS.—Prices have been easier for cooked hams and for roast hams, too, the market is about three cents per pound lower. There has been an easier tendency on these lines, due to the recent reductions on pork. The demand is quite seasonable.

Head Cheese	....	0 13½
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 57
Hams, cooked	....	0 56
Shoulders, roast	....	0 45
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

Demand is Good For Lard and Price Firm

Montreal.

LARD.—Under a steady and active demand for lard prices are firmly held, but there has been no change for the week. While the supplies are still ample, the heavy sale for lard is maintained and little probability is entertained of reductions being made in the basis. As a matter of fact it is probable that there will be an increase if the hog market holds its advancing tendency.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 31	0 31½
Tubs, 50 lbs., per lb.	0 31¼	0 31¾
Pails, 20 lbs., per lb.	0 31½	0 32
Bricks, 1 lb., per lb.	0 33½	0 34

No Quotable Change For Shortening

Montreal.

SHORTENING.—The sale for compound lard is fairly well maintained, although many use the pure lard, with prices not materially higher. There is ample stock to meet the demand.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29
Tubs, 50 lbs., per lb.	0 29¼	0 29½
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	....	0 32

Will Margarine Price Be Likely to Advance?

Montreal.

MARGARINE.—Prices are very firm on margarine, and with butter so much higher this week, the question naturally arises—"will prices go higher?" At present CANADIAN GROCER understands that some jobbers are asking more money for their supplies, and it would not be surprising to record a change, upward, within a short time.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

One Cent Increase Made For Butter

Montreal.

BUTTER.—In view of the fact that best creamery butter is selling at higher prices in the United States market—and where selling prices have been an inducement of late to the Canadian produce men—and in view of the heavy increased demand from the consumer here, prices advanced one to two cents per pound for all grades. Best creamery is quoted at 61c in prints, and some it is understood, are asking 62c. The tendencies are decidedly firm and higher prices still may be recorded.

BUTTER—		
Creamery, prints, fresh made..	....	0 61
Creamery, solids, fresh made..	....	0 60
Dairy, in tubs, choice	....	0 51
Dairy prints	....	0 52
Bakers'	0 45	0 47

One Cent is Added To the Price of Cheese

Montreal.

CHEESE.—One cent per pound has been added to the price of cheese this week, and this is in very definite accord with the tendencies outlined in CANADIAN GROCER last week. The advance is attributable to a keener buying in the country, where some large buyers have paid much higher prices for what they wanted. The undertone is firm; the consumptive demand large; and the export trade continues to be a heavy one.

CHEESE	
New, large, per lb.	0 29
Twins, per lb.	0 29½
Triplets, per lb.	0 30

Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 33

Two Cent Advance; New Laid Eggs 70c

Montreal.

EGGS.—An advance of two cents per dozen is recorded for new-laid eggs, and the heavy consumptive demand and the export are responsible for this, in view of the fact that receipts are much smaller than the requirements. Storage eggs are being freely shipped to the Old Country, it is stated.

EGGS—		
No. 2	....	0 50
No. 1	....	0 56
Selects	....	0 63
New laids	....	0 70

Active Poultry Sales And Receipts Goods

Montreal.

POULTRY.—The market is an active one and prices are quite steady. The wholesalers are naturally putting some stock in storage, and there is a fairly steady undertone. Receipts of live poultry are quite large, and until colder weather interferes with shipping, there is likely to be a considerable movement.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY (Buying Prices)	Live	Dressed
Chickens, light weights	0 21	0 26
Do., heavy weights	0 24	0 29
Ducks, young	0 20	0 25
Do., old	0 13	0 18
Geese—		
Young	0 20	0 25
Old	0 15	0 20
Fowls	0 15-0 18	0 20-0 23
Roosters	0 17	0 22
Turkeys	0 32-0 35	0 37-0 40

Fish Delivery Good and Trade is Better

Montreal.

FISH.—The movement of fish is improving daily, and if the present movement is maintained by the transportation companies, supplies will be ample and promptly delivered to the trade. Some varieties of lake fish are temporarily short, but for the most part the variety is a wide one. Haddock and cod are plentiful, and these are big sellers. Whitefish and lake trout are scarce. The oyster season is now developing and large demand will be looked for. Prices are little changed and are moderate, in some cases.

FRESH FISH

Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullhead (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.	....	13 00

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

SMOKED FISH

Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25

OYSTERS

Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00

SUNDRIES

Paper Oyster Pails, ⅛ per 100	....	1 25
Crushed Oysters Shell, 100-lbs.	....	1 50
Paper Oyster Pails, ¼-lb. per 100	....	2 25

ONTARIO MARKETS

TORONTO, Oct. 24—Fresh meats and hams and bacon are at steady levels, but the markets for cheese, butter and eggs show sharp upward tendencies. Cheese has advanced on the boards and the quotations to the trade are a cent higher. Eggs are very strong and buying of butter for export has stiffened prices in that regard. Receipts of poultry are heavy, but the supply of chickens is said not to be as great as a year ago.

Fresh Meats Are Selling Freely

Toronto.

FRESH MEATS.—There is a very active demand for all kinds of fresh meats. There is very little change in quotations as compared with a week ago. Prices are on the whole steady. There is tendency in the hog market towards higher prices, although the fact that Chicago and Buffalo hog markets are again easier, will likely have the effect of lowering the market here. Beef prices are steady, the hind quarters ranging from 15 to 25 cents, and the fronts around 16 cents. Calves and lambs show no changes.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	17 25	17 50
Live, fed and watered, per cwt.	17 75	18 00
Live, f.o.b., per cwt.	16 75	16 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 33	0 35
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	....	0 47
Spare ribs, lb.	0 14	0 18
Picnics, lb.	....	0 26
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 15	0 25
Front quarters, lb.	....	0 16
Ribs, lb.	0 09	0 14
Chucks, lb.	0 14	0 18
Loins, whole, lb.	0 22	0 32
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, lb.	....	0 15
Spring lamb, lb.	....	0 20
Sheep, whole, lb.	0 10	0 13

Above prices subject to daily fluctuations of the market.

Easier Prices For Provisions

Toronto.

PROVISIONS.—Slightly easier prices prevail in the market for provisions. Hams are quoted a little lower, small and medium hams being offered at from 38 to 40 cents, and the large hams at 35 cents. Ordinary breakfast bacon is selling at from 40 to 45 cents, and fancy breakfast bacon at from 48 to 52 cents. Dry salt meats are at steady figures.

Hams—		
Medium	0 38	0 40
Large, per lb.	0 32	0 35
Heavy	0 30	0 33
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 52	0 54
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 30
Clear Bellies, 15-30 lb.	0 30	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 31	0 32

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	45 00	46 00
Short cut backs, bbl. 200 lbs.	....	60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats at Steady Prices

Toronto.

COOKED MEATS.—The demand for cooked meats is not as heavy just now as is usually the case at this season. Boiled hams are selling at from 57 to 58 cents per pound, and the roast hams without dressing at 58 cents. Choice jellied ox tongue is steady at 58 cents per pound.

Boiled hams, lb.	0 57	0 58
Hams, roast, without dressing, lb.	....	0 58
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 58
Jellied Pork and Tongue	....	0 50

Prices subject to daily fluctuations of the market.

Creamery Butter Selling Higher

Toronto.

BUTTER.—There is a very firm feeling in the market for creamery butter. There is increased buying for export now, and this has had a tendency to stimulate prices. Fresh made creamery prints are selling to the trade at from 59 to 61 cents.

Creamery prints (fresh made)	0 59	0 61
Creamery solids (fresh made)	0 58	0 59
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	....	0 45

Market For Cheese Firmer

Toronto.

CHEESE.—The cheese market is also firmer. The price bid on the boards the other day was 29½ cents per pound. Cheese is now selling to the trade at from 29 to 30 cents per pound.

Cheese—		
Large	0 29	0 30
Stilton	....	$ 30½

Twins 1c lb higher than large cheese. Triplets ½c higher than large cheese.

Eggs Advance to New Levels

Toronto.

EGGS.—Eggs are also advancing in price, and the number one storage eggs are selling a cent higher this week. They are quoted at from 60 to 61 cents per dozen, and selects are selling at from 62 to 63 cents per dozen. Special new laids in cartons are 67 and 68 cents per dozen.

Eggs—		
No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new laids, in cartons, dz.	0 67	0 68

Prices shown are subject to daily fluctuations of the market.

Margarine Has Active Inquiry

Toronto.

MARGARINE.—There is a very good demand for margarine and prices to the trade show no changes. Number one margarine is selling at from 35 to 36 cents.

Margarine		
1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Lard Market Slightly Firmer

Toronto.

LARD.—The market for lard is slightly firmer, selling to the trade on the tierce basis at from 30½ to 31 cents per pound.

Lard, tierces, 400 lbs., lb.	0 30½	0 31

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening at Strong Prices

Toronto.

SHORTENING.—The market for shortening is strong, with prices half a cent per pound higher than a week ago. It is selling at from 28 to 28½ cents per pound.

SHORTENING—		
Tierces, 40 0lbs.	0 28	0 28½

Active Sale For All Kinds of Fish

Toronto.

FISH.—There is an active inquiry for all kinds of fish. Oysters are selling very freely. Lake herring is very plentiful and is selling as low as 8 cents per pound. Round whitefish is slightly firmer at from 15 to 16 cents per pound. Lake Superior herring by the bag is selling at 3c. There is no fresh B. C. salmon on the market now, but the frozen salmon is selling at from 15 to 25 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market lb	0 09	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon	0 15	0 25
Fresh B. C. Salmon	0 27	0 28
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14
White fish, dressed	0 15	0 16
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Receipts of Fowl Are Very Heavy

Toronto

POULTRY.—Receipts of fowl are very heavy just now, although buyers state that chickens are not so plentiful as a year ago. Turkeys are coming in very freely. Spring chickens, dressed, are selling to the trade at from 32 to 33 cents per pound, and turkeys at 50 cents.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys, old lb.	-$0 30	-$0 35
Do., young, lb.	- 0 35	- 0 40
Roosters, lb.	- 0 16	- 0 20
Fowl, over 5 lbs.	- 0 23	0 25- 0 28
Fowl, under 3½-5 lbs.	- 0 18	0 23- 0 28
Spring chickens, live	- 0 20	0 23- 0 28

Prices quoted to retail trade:—	Dressed	
Hens, heavy	0 20	0 23
Do., light	....	0 28
Chickens, spring	0 32	0 33
Ducklings	....	0 35
Turkeys	....	0 50

BRITISH COLUMBIA MARKETS

Half a Cent Decline In Beef Prices

Vancouver.

FRESH MEATS.—The only change in the market for fresh meats this week is the decline of half a cent per pound on beef. Prices otherwise are steady.

FRESH MEATS		
Beef, No. 1 steers, lb.	0 17	0 18
Beef cows, lb.	....	0 15
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Eggs Continue At Strong Prices

Vancouver.

EGGS.—Eggs continue at very strong levels. Fresh eggs are selling to the trade at 80 cents, and case lots at 60 cents.

EGGS		
B.C., fresh, car lots	0 70	0 80
Albertas, case lots	....	0 60
Cooking, case lots	0 45	0 52

Smoked Meats Ruling Steady

Vancouver.

SMOKED MEATS.—Prices on all smoked meats are steady. Number one bacon is selling at 54 cents. Cooked meats are also firm.

SMOKED MEATS—		
Bacon, No. 1, med., lb	....	0 54
Bacon, No. 1, heavy, lb.	0 51	0 53
Smoked backs, lb.	....	0 48
Hams, No. 1, lb.	....	0 50
Ayrshire rolls, lb	....	0 50
Cooked rolled shoulders, lb.	....	0 48
Hams, cooked	....	0 60

No Changes in Cheese Quotations

Vancouver.

CHEESE.—There is a strong market for cheese at the present time, although quotations show no changes.

CHEESE	
B.C. Cheese, lb.	0 30½
Finest Ontario solids, lb.	0 31½
Finest Ontario, twins, lb.	0 32¼
Stiltons, lb.	0 36

Lard Declines From One to Two Cents

Vancouver

LARD.—Lard is from one to two cents lower than a week ago. Compound lard, on the tierce basis is selling at 30 cents. Pure lard, on the same basis, is selling at 35½ cents.

LARD	
Compound, tierce basis, lb.	0 30
Pure, tierce basis, lb.	0 35½

(Continued on page 35)

Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good--perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying; and when you can offer them a tea equally as good at ten cents less, they are almost sure to be interested.

Blue Label Ludella, ½ˢ and 1ˢ at 50 sells at 60

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TORONTO

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Sea Food Profits

Brunswick Brand Sea Foods have been proven by a recent official Government test to be superior in Quality and Food "Calories" to any imported lines.

Think what a great selling point this is, Mr. Merchant.

First Quality Sea Foods like these will boost your profits by increasing your sales of sea foods and by attracting the better class of trade to your store.

Prepare now for the big cold weather demand for wholesome Sea Food Products. Stock up with "Brunswick," both you and your customers will be satisfied.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Now is the Time

to sell your customers

Brodie & Harvie's XXX Self-Raising Flour

The cold weather means more homemade baking, and you can sell a package to every **housewife.** Tell her how to use it by referring to the directions on every package.

It's fine for making Biscuits, Muffins, Cakes, Pies, etc. Order from your wholesaler.

Brodie & Harvie, Limited

MONTREAL

Are *you* sold on Klim? Is it genuine and pure?

You'll sell a lot more Klim if you use it in your own home. The more you use it the more enthusiastic you'll become for its direct-from-the-farm purity. You'll find it impossible to doubt Klim's geuineness—it's so apparent in flavor and goodness.

And with this sure knowledge you'll so impress your customers that sales will grow beyond your fondest expectations.

Try it and see.

CANADIAN MILK PRODUCTS, LTD.

TORONTO

Winnipeg Montreal St. John

Furnivalls

The jam that deserves recommendation by every progressive grocer in Canada. The demand by the Canadian consumer is proof of the fact that its tastiness and quality are appreciated. Increase your jam sales by making Furnivall's the leader in your jam displays.

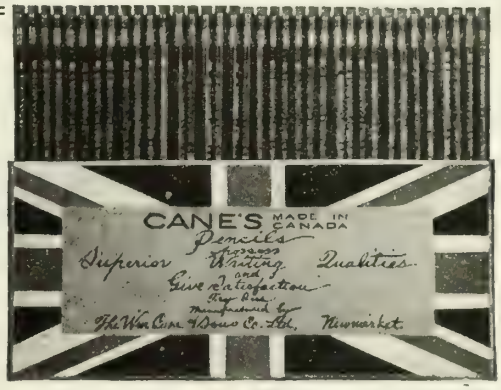
FURNIVALL-NEW

Limited

Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.



Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c each.

At your wholesalers or direct from

The

Wm. Cane & Sons Co., Ltd.

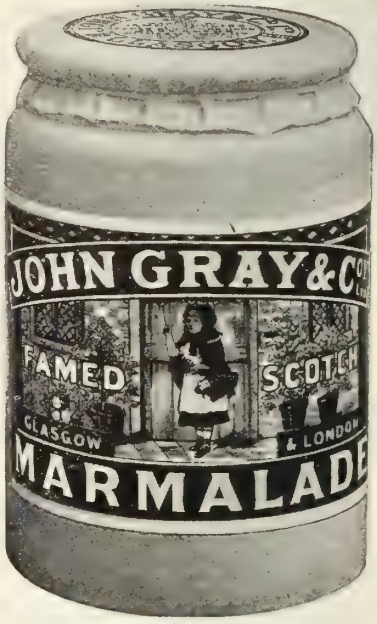
NEWMARKET, ONT.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.



CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

has an extra good flavor

Which accounts for the ever-increasing circle of tobacco users who use this palatable chew.

There are a number of men in your community who will come to your store once they know you sell King George's Navy.

Rock City Tobacco Co., Ltd.

VERIBEST Breakfast Bacon!

Everyday thousands of Canadian housewives buy Veribest Breakfast Bacon because of its delicious flavor, uniform wholesomeness and purity. Veribest Breakfast Bacon is scientifically cured by Armour experts.

Everyday hundreds of Canadian merchants sell Veribest Breakfast Bacon with profit—because each sale means repeat orders—as is the case with all products bearing the Armour Oval Label.

Popular on Both Sides of the Counter

Ask your nearest Branch House about Armour Food Products, or write us direct. The Armour Oval Label will solve your "What-to-Sell" problem.

ARMOUR AND COMPANY

Head Office:
HAMILTON, ONTARIO

Branch Houses:
TORONTO
SYDNEY, N.S.
MONTREAL
ST. JOHN, N.B.

DOMINION CANNERS LIMITED HAMILTON, CANADA

SIMCOE BRAND PORK AND BEANS

(WITH TOMATO SAUCE)

You can order Simcoe Brand Pork and Beans in quantities without fear of having them left on your hands.

They are a staple article of diet in all homes. Rich in nutritive value and an excellent substitute for meat.

It will pay you well to stock, display and push this popular brand.

Ask your Jobber.

DOMINION CANNERS, LIMITED

HAMILTON -- CANADA

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme

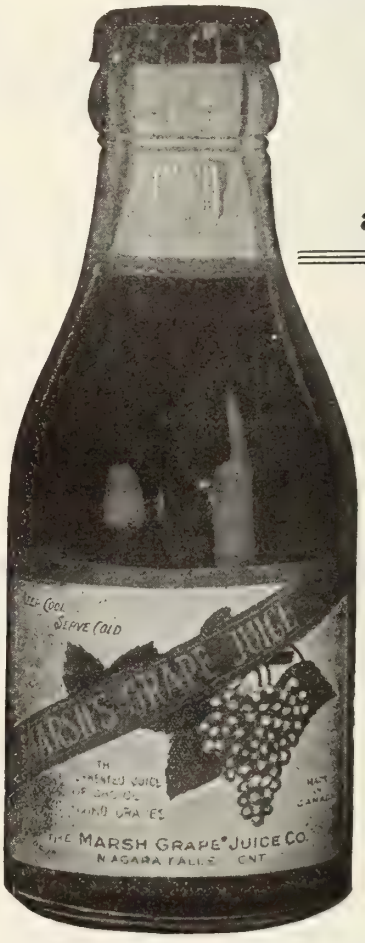
NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your wholesaler or

Cie Canadien Importation
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.



Marsh's Grape Juice
and other beverages

When your customers ask for a delicious invigorating, healthful beverage, you can make no better recommendation than Marsh's Concord Grape Juice, Unfermented Port, Unfermented Black Cherry, Unfermented Ginger Wine and Raspberry Vinegar.

Let us have your first order in time for Holiday Business.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec nd Maritime Provinces
The McLaren Imperial Cheese Co., Ltd.
Toronto and Montreal

CHOCOLATTA

is a line you cannot afford to be without. Made in three principal sizes to retail at 30c, 55c and $2.50.

A scientific combination of Pure Chocolate, with Milk and sugar. "Made in a Minute."

Your customers will thank you for introducing them to CHOCOLATTA, the most complete Chocolate food drink on the market.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto

PURITY FLOUR

(Government Standard)

is known to the householder in every part of Canada—in rural districts as well as in the cities and towns. They have read about it in the local papers, have seen it displayed on posters, and when they see it in your store it is just like meeting an old friend. They are sure to ask for it or try it out on your suggestion.

Let Purity be your leader, the flour that makes

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity we advise trade to

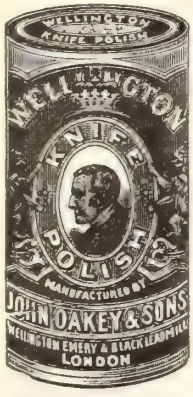
ORDER IMMEDIATELY

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 86
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.96; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

BB

East India Pickles
English Piccalilli
Egyptian Beet Relish
Blackwoods White Onions

A relish for every taste. Prepared from the cleanest of clean vegetables. Let our goods build you a reputation for good pickles. Once a customer always a customer.

Write for a trial of Blackwoods Pickles.

Blackwoods Limited
"Here since 1876"
WINNIPEG - - MAN.

1919 Season Pack
of
Canned Salmon Now Ready

Cover your requirements now

Our Reliable Brands

"Hallbest"
Red Sockeye

"Hallfancy"
Red Spring

"Hallred"
Red Blueback

Our Reliable Brands

"Hallchoice"
Red Cohoe

"Hallpink"
Northern Pink

"Hallchum"
Choicest Fresh Chum

Short of Help? Too Bad!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.25; Mulligatawny, $1.25; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, tails, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (tails), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles. ....; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincement (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (in glass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	26 00

INFANTS' FOOD

MAGOR, SON & CO., LTD

	Doz
Robinson's Patent Barley—	
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 20
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

57 57

HEINZ
Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57 57

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

There may be imitations of the bottle and label, but there is only *one* H. P. Sauce

It's the contents of the bottle that counts—that's the reason why the demand for H.P. is constantly increasing —there's nothing just like

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through SPRATT'S

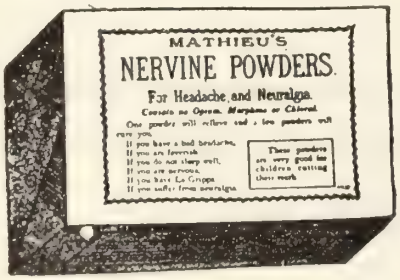
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

For Headache, Neuralgia, etc., recommend

MATHIEU'S Nervine Powders

Everybody knows this safe and thoroughly reliable remedy and you will find that customers appreciate your suggesting it.



Many grocers are making extra profits from its sale. Send us an order and begin to share the profits yourself.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 dlv. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5c squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	6 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00

CALIFORNIA TOKAY GRAPES

Are now coming freely and quality fine.

Be sure and order some.

ALSO FULL STOCK

Sweet Potatoes - Oranges
Pears - Boxed Peaches
Grape Fruit - Etc.

Add to your order

Haddies, Kippers, Bloaters, Fillets

All of which are fresh and good.
Just the thing for snappy days.

WHITE & CO., Limited
TORONTO

JONATHANS

The First of the Western Box Apples

Growers of Western apples are launching a tremendous advertising campaign all through the country. This will certainly create a big demand for box apples. Get in on this at the start. Jons is the first variety to move. October is the month for them. Order now.

Red Emperor Grapes

Extra fine quality. Packed in drums.
Barrell Apples—Spanish Onions
Sweet Potatoes—Oranges—Grapefruit
Haddies and Oysters

The House of Quality

HUGH WALKER & SON
Established 1861
GUELPH, ONTARIO

BROOMS

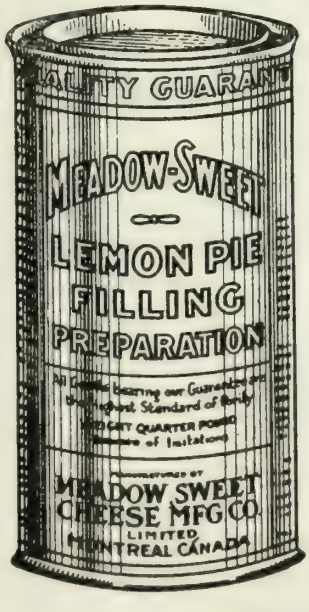
Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom
We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg



The New Lemon Pie Filling

It's different from all others

Contains enough filling for

4 Pies

A quick seller. An attractive package. Be the first in your town to stock this new product. Order from your wholesaler.

Or

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal

Press clippings

We read the newspapers as a business and can furnish you with items on any subject from new stores and new products to tariff changes, markets, imports and exports, etc. We cover all parts of Canada and United States.

We can keep you posted.

CANADIAN
Press Clipping Service
143-153 University Ave., Toronto

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

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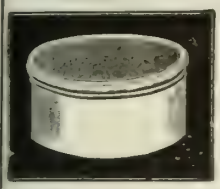
BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

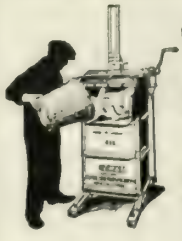
the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

NEW REGULATIONS RE MARITIME LOBSTER INDUSTRY

New regulations governing the lobster packing industry of the Maritime Provinces are provided for in an amendment to the Meat and Canned Foods Act, of which notice has been given by the Government. The resolution provides for a more exact definition of dry lobster meat and dry meat, for a correct description of the contents of cans of fish and shell fish, including minimum weight; and that no weight be used without the written permission of the Fisheries Department. Provision is also made for the correct labeling of all cans of fish or shellfish imported into Canada, and other particulars, including weight of contents, place of origin and the names of the packer and also of the importer.



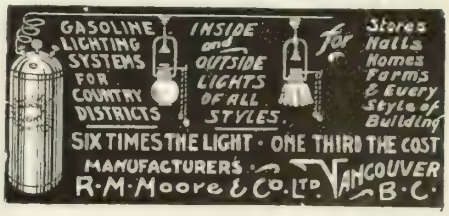
CLIMAX PAPER BALERS

ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd
VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

SALT

All Grades--Carloads
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

Specialty salesmen for the City of Toronto, and to make occasional calls at outside points, on retail grocers.

A wonderful opportunity for the right young man with prospects according to his ability in getting business. Our lines are world-known. Apply stating experience and salary expected.

Care CANADIAN GROCER,
MacLean Pub. Co.,
Montreal.

AGENCIES WANTED

AGENCIES WANTED — PRODUCTS FOR wholesale distribution and mail order articles of merit desired. Send full particulars. L. E. Ruel, manufacturers' agent, 8 Couillard St., Quebec.

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Addres Rolph, P.O. Box 1027, Halifax, N.S.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

WANTED

WANTED — STEADY, RELIABLE MARRIED man experienced in grocery business desires position. Address Box 27, Port Dover, Ont.

WANTED—A THREE DRAWER CASH REgister, cheese cutter (computing), Bowser oil pump and a grocer's refrigerator. J. W. Shier, Jr., Tamworth, Ont.

WANTED—FIFTY OR ONE HUNDRED GALlon Bowser oil tank. State lowest cash price. Box 564, Havelock, Ont.

WANTED — EXPERIENCED WHOLESALE grocery brokerage salesman for Winnipeg. No other need apply. Wire or write to Nicholson Rankin Ltd., Winnipeg, Man.

WANTED AT ONCE, EXPERIENCED SALESlady for general store; good wages, short hours and steady position to the right party. Apply stating experience and salary required to A. L. Bicknell & Co., Dunnville, Ont.

WANTED TO RENT WITH THE OPTION OF buying a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise, also buildings, store, warehouses and dwelling; stock invoices about $12,000; will reduce to suit purchaser. Box 732, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock $15,000 can be reduced. Fixtures $1,550. Buildings $2,800. Annual turnover $60,000. Net profits over $7,000 per annum. Post Office in connection brings over $700 a year. Town in the centre of a mixed farming district. $8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

COLLECTIONS

If you want your own money—we can get it.
There's no reason why you should not get the money that really belongs to you.
Those bad accounts are a sore spot — but we can help you.
Ours is a reliable agency. We can handle this thing for you in a thorough manner. **Try us.**

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Something *Extra* Good in Smoked Hams!

WE'RE just coming into the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

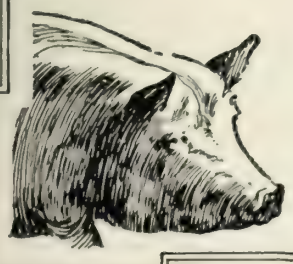
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

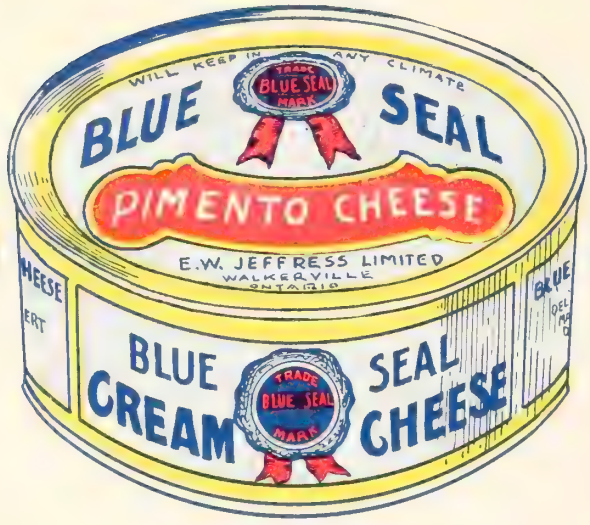
We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO -- MONTREAL





Four More Blue Seal Products

To help you build a Bigger Business

Camembert Cheese is delicious in all cheese recipes, with macaroni and for potatoes au gratin. Upholds the Blue Seal reputation.

Antipasto is a brand new product made with Tuna fish, pickles and Truffle in Italian oil sauce. Delicious for salads.

Cream Cheese. Not the ordinary kind, but with a delicacy and flavor which is distinctive. Your customers will like it.

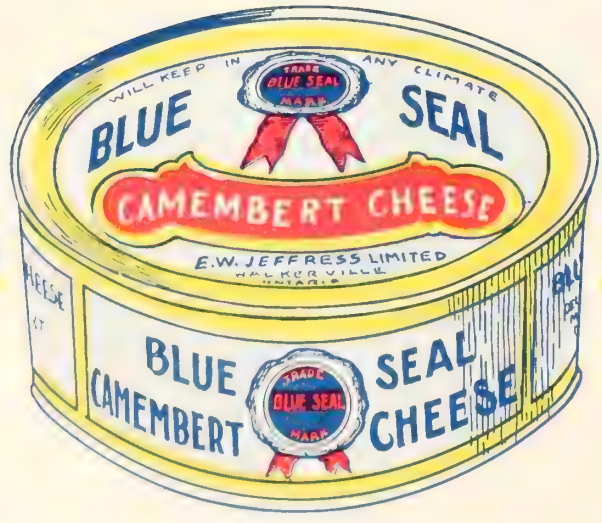
Pimento Cheese completes the Blue Seal cheese family. It has a distinctive flavor which caters to customers who want variety.

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Distributors:

W. G. Patrick & Co., Limited, Toronto



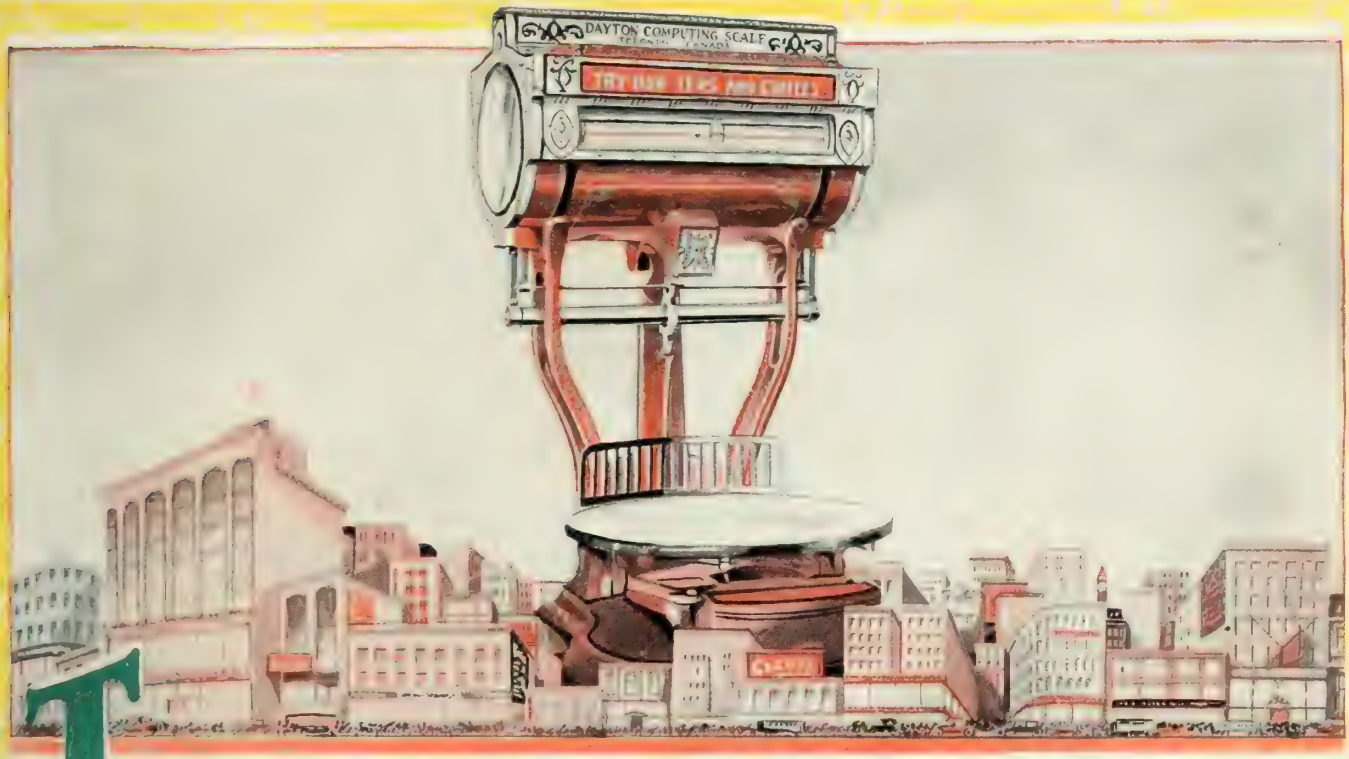
33rd ANNUAL FALL NUMBER

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, OCTOBER 31, 1919 No. 44



The Big Thing in a Million Stores

"The Highest Priced Scale in the World"

The Dayton Computing Scale sounds the strongest note of modern progress in the retail store. Why? Just this—your higher costs, your higher rents, your higher wages, your smaller profit margins, etc., **must** be paralleled by bigger turnover, faster service, fewer mistakes, more modern equipment. The Dayton Scale with its instantaneous weights and price calculations—its splendid construction—its beauty—its advertising value, is the outstanding item in store equipment to bring these results.

"If it's a Dayton, it's Right!"

Dayton Computing Scales

Made in Canada

Head Office and Factory:
Campbell Ave., Toronto

FRANK E. MUTTON
Vice-Pres. and Genl. Mgr.

Offices in all principal cities

(Scale Division, International Business Machines Co., Limited, also makers of International Time Recorders and Hollerith Electric Tabulators)

For Quick Turn-over

It is obvious to every live merchant that "turn-over" makes for success in retailing.

We can tell you **how** to increase **your** "turnover."

If you are not selling O-Cedar Products, stock them now. You will see a prompt increase in your sales-per-month.

If you now stock O-Cedar Products, but fail to let your customers **know** you have them—put O-Cedar Polish and O-Cedar Polish Mops in your window—display O-Cedar Cards in your store—and right away you will realize that to get ready sales for these articles you only have to direct people's attention to them.

That is because they are quality articles—well advertised.

Through the Advertising, they are known—by reason of the quality they are appreciated and win repeat sales.

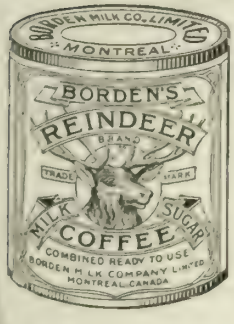
All that your customers need is a reminder that **you** sell them—to buy them at **your** store.

The **demand** is ever-present—awaiting but your slight effort to direct it **your** way.

Channell Chemical Co., Limited
TORONTO

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.



The Hunting Season

forecasts a big demand for these three "Borden" Products. No hunter's kit is complete without them.

Their handiness, convenience and deliciousness make them the choice of hunters everywhere.

Here is a good suggestion that will increase your Borden sales this season. Arrange an attractive window display depicting some hunting scene, show these three Borden Products in plenty, suggesting their convenience and wholesome qualities. You will be surprised with the results.

Hundreds of Grocers have rung up big profits from a display of this kind. Why don't you?

Don't be caught with a small stock of Borden Products this fall.

ORDER NOW

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL & VANCOUVER

Stuart's Jams

Scarcity of Sugar in Canning Season

forbade housewives from preserving quantities of fruit for Winter.

This means an unequalled call for Jams of quality.

Grocers who fill this demand with **STUART'S** Jams will be doubly rewarded with good profits and absolutely satisfied customers.

STUART QUALITY and **STUART PURITY** are unsurpassed.

ORDER NOW.

STUART LIMITED

SARNIA, ONT.

DOMINION BRAND

Tomato Soup

Vegetable Tomato Soup

Pork and Beans

Spaghetti with Tomato Sauce

Four lines that are even bigger sellers during the cold weather months than during other seasons. Every one of these products is a tasty, nourishing food that warrants your highest recommendation. Get behind these lines and push them to the limit. Easy to sell—and they repeat—with profit to you.

Ask Your Jobber or Write Direct.

DOMINION CANNERS, LIMITED

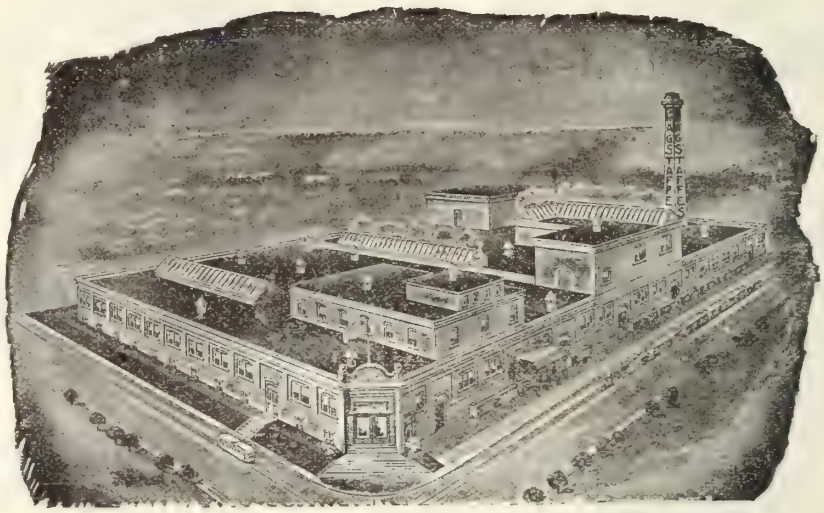
HAMILTON - CANADA

WAGSTAFFE'S

New Season's 1919

Lemon
Orange
and
Citron

Caps or Cut Ready for Use.



THE MOST UP-TO-DATE CANDIED PEEL AND CRYSTALLIZED FRUIT FACTORY IN CANADA

WAGSTAFFE'S

Crystallized Ginger, Cherries and Assorted Fruits.

Plum Puddings and Mincemeat.

NOW READY FOR DELIVERY.

Order From Your Wholesale Grocer.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St, London, Ont.; F. G. Knox, Collingwood, Ont; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St John's, Nfld.

Furnivalls

Furnivalls

FURNIVALL'S PURE JAM

We Can Supply
STRAWBERRY, RASPBERRY, BLACK CURRANT, PEACH, PLUM, and SEVILLE ORANGE MARMALADE

Agents—The City of Ottawa, Quebec and the Lower Provinces:
Messrs. Geo. Hodge & Son, Ltd., Montreal, Que.
Cape Breton: O. N. Mann, Sydney, N.S.
Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.
Manitoba: A. D. Norman, Scott Block, Winnipeg, Man.
Hamilton: J. T. Price & Co.

FURNIVALL-NEW, Limited
HAMILTON, CANADA

Junket
MADE *with* MILK

THE liberal margin of profit on every "Junket" sale, combined with the rapid selling features of this dainty dessert and the steadily increasing demand are convincing arguments why you, too, should handle "Junket."

The endless variety of delicious, economical desserts that can be quickly prepared with "Junket" completely solves the dessert problem for busy housewives.

Sold in 10-Tablet Packages that retail at 12c.

Chr. Hansen's Canadian Laboratory
Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST - TORONTO

Good news for Sardine Connoisseurs

"Norse Crown"

–are in Canada again

These fine little Norwegian Sardines are:--

UNUSUALLY DELICIOUS
LIGHTLY SMOKED
PACKED IN THE FINEST OLIVE OIL

and the careful inspection before preparation insures the perfect condition of each individual fish.

Book your requirements immediately---orders can now be taken care of from stock and shipments to arrive.

Should you have any difficulty in obtaining a supply of "NORSE CROWN" Sardines from your Wholesaler send us your name and address and we will do our best to see that you are served with this particular brand.

The Oversea Export Co., Limited, Norway

Sole Agents for Canada and Newfoundland

Stewart Menzies & Company

32 Front St. W. - Toronto

Shirriff's

Shirriff's True Vanilla

the purest essence of Mexican bean. Uniform quality and maximum strength. 50% above government test.

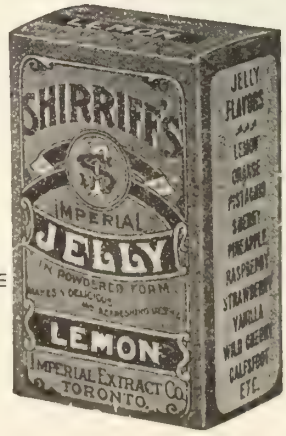
Shirriff's Scotch Marmalade

made from selected Seville Oranges—delicious wholesomeness is known to every lover of good marmalade.

Shirriff's Jelly Powders

admitted the very best powders of their class in Canada. The variety is extensive and whatever the dish made it is delicious.

Remember that these Products are well known to the Canadian housewife. They will always appreciate your suggesting Shirriff's.



Imperial Extract Company
Toronto

Agents for Canada: Harold F. Ritchie & Co., Toronto

Shirriff's

40 Years
of
HONEST
LIBERAL
COURTEOUS
SERVICE
have won for us
that name

Whether our customers' orders are written, wired or 'phoned, we always give the same prompt service.

The comprehensiveness of our stock always insures fulfilment of the order and our warehousing facilities are such that shipments are always promptly executed.

The goods we carry are nothing but the quality kind which you would expect to get from a firm with a reputation extending back to the year 1879. Consider the promptness of our service and the quality of the goods we carry when you are making out your next order. We would be pleased to have the opportunity to prove to you our claims. We are sure that nowhere can you get better satisfaction.

Particulars of our service will
be gladly sent on request.

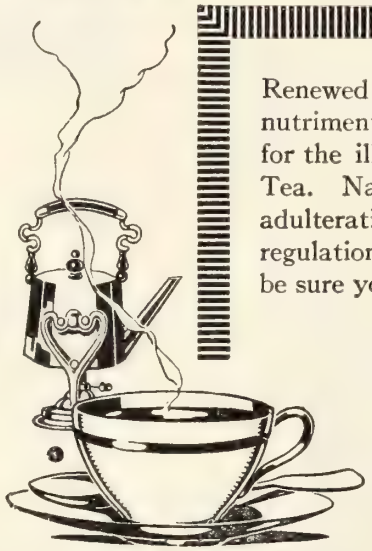
S. J. Major, Limited

WHOLESALE GROCERS

Ottawa - - Canada

Founded in 1879

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

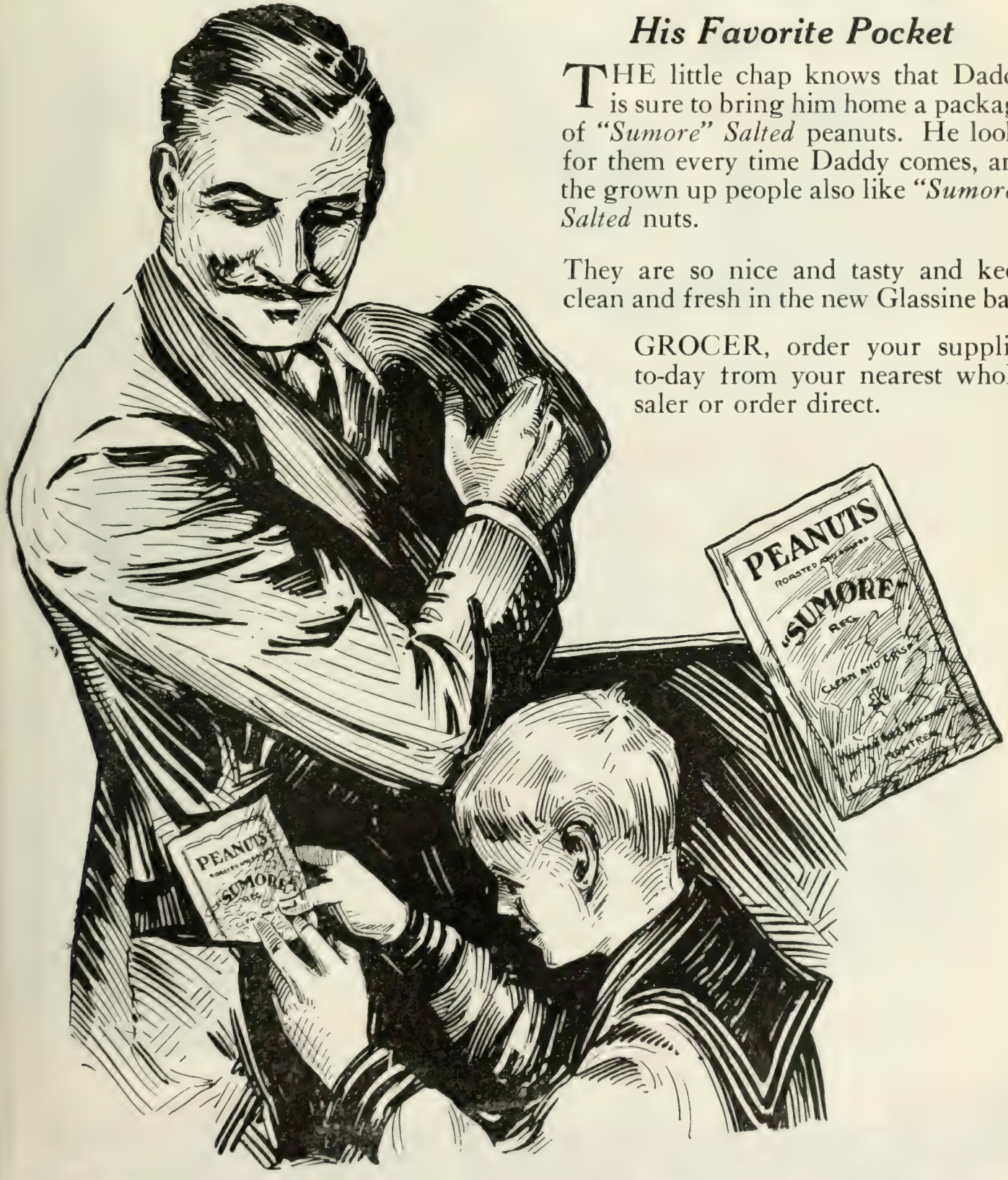
"Tea tempers the spirit, awakens thought and refreshes the body."

14

The delicious flavor of this wholesome beverage will make fast friends of tea drinkers everywhere. You can win increased customer confidence and secure larger profits by pushing this high quality natural green leaf.

Your wholesaler carries Japan Tea.

SUMORE SALTED PEANUTS



His Favorite Pocket

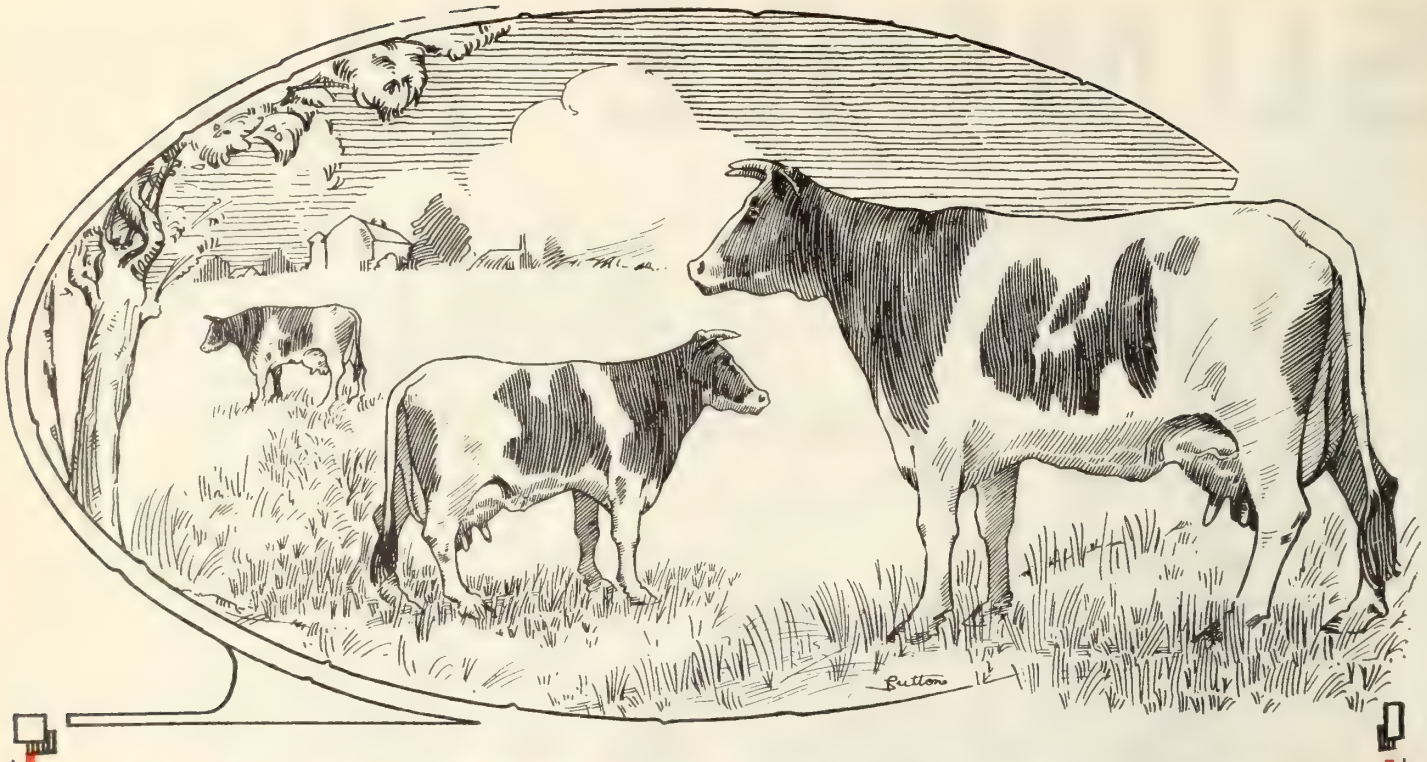
THE little chap knows that Daddy is sure to bring him home a package of *"Sumore" Salted* peanuts. He looks for them every time Daddy comes, and the grown up people also like *"Sumore" Salted* nuts.

They are so nice and tasty and keep clean and fresh in the new Glassine bag.

GROCER, order your supplies to-day from your nearest wholesaler or order direct.

MONTREAL NUT & BROKERAGE COMPANY, MONTREAL

Sales Agents: **Loggie, Sons & Company, Toronto**



Malcolm Milk Products—why they are so popular

Housewives have learned that they can depend on the quality of *Malcolm* Brands.

They know they are always good, economical and decidedly wholesome.

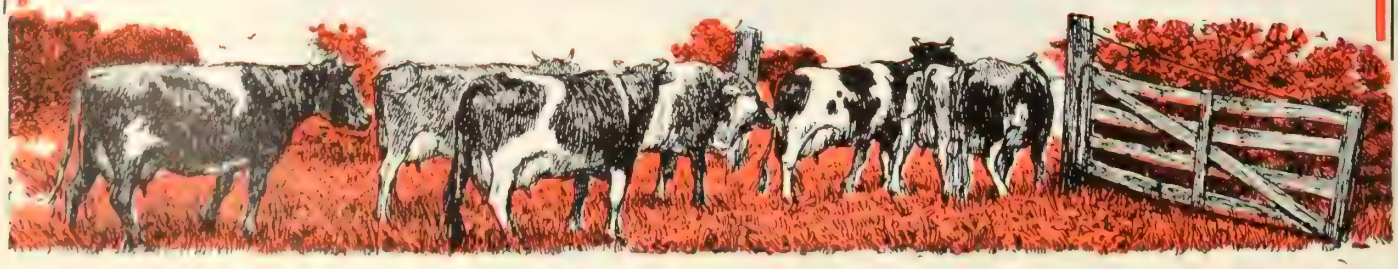
They have learned that *Malcolm* strict surveillance renders their products absolutely pure and safe.

And grocers have learned that every can of *Malcolm's* Brand they sell wins a satisfied customer and an excellent profit.

Stiff competition has only resulted in a greater popularity, a steadier growth for *Malcolm* lines—*a vivid proof of the outstanding quality of Malcolm "All-Canadian" Made Products.* *Stock up for the fall demand.*

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO



Invert the package, force a fork or other sharp-pointed instrument through the gasket.

The Seal that guarantees full flavor and freshness

Anchor Cap is the finest sealing medium known to-day for packing all kinds of food products. It absolutely prevents waste and deterioration caused by using inferior closures and will keep the product sealed hermetically for years.

The action of fruit or vegetable acids, vinegar or salt brine cannot affect "Anchor Caps," because each closure is lacquered in gold with our special vegetable lacquer, baked into the pores of the metal.

Made in one piece, fitted with a heavy sealing gasket it comes to you assembled—ready to place on the jar—odorless, tasteless and absolutely free from any injurious effect on the products.

—pry up an end—

turn the package right side up again, grasp the loose end and pull out entire gasket.

These handsomely designed seals add to the appearance of your stock and enhance its selling value.

Last and best is the feature, that will appeal to consumer and packer alike—the ease with which the cap is removed as seen in the above illustrations.

Send for descriptive booklet.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

You can't resist that smile

It gets you, that smile. You just can't resist its cheery shininess. It makes you warm right up to "Nugget" Polish and feel that you need a "Nugget" shine right there and then.

And that's exactly the way it appeals to other Canadians who see this sunny lad smiling out from billboards all over the country. Every day he makes new friends for

"NUGGET" Shoe Polish

many of whom will come into your store if you link up with this strong publicity by carrying a stock of "Nugget" and displaying a small "Nugget" card in your window.

Black, Tan, Toney Red and Dark Brown are "Nugget" Polishes you can sell with pride and profit.

No dealer can make a greater profit per tin than you can, for "Nugget" has only one price to all retailers.

THE NUGGET POLISH CO., LIMITED

TORONTO

Purity & Quality

Combined in

Baines

Confectionery

Lily White Chocolates
20 Varieties
Chocolate Cream Bars
Chocolate Cream Cakes
Nut Milk Bars
Maple Butter, Chocolate Butter
Peanut Butter
English Hard Boiled Candies

A showcase set aside for such an assortment as this will be a big feature of your store. There is a flavor somewhere in the Baines Assortment that will please every taste. Baines' toothsome, wholesome candies are good sellers and pay big returns.

Baines' English Hard Boiled Candy is a particularly good line. It is packed in sealed jars and keeps its original gloss and flavor in any climate.

Send for a small order for a start and make your showcase of Baines Confections your big profit-yielder.

Baines Limited

344 DELORIMIER AVE. -:- MONTREAL

Western Representative: A. W. BARNUM, Winnipeg and Vancouver

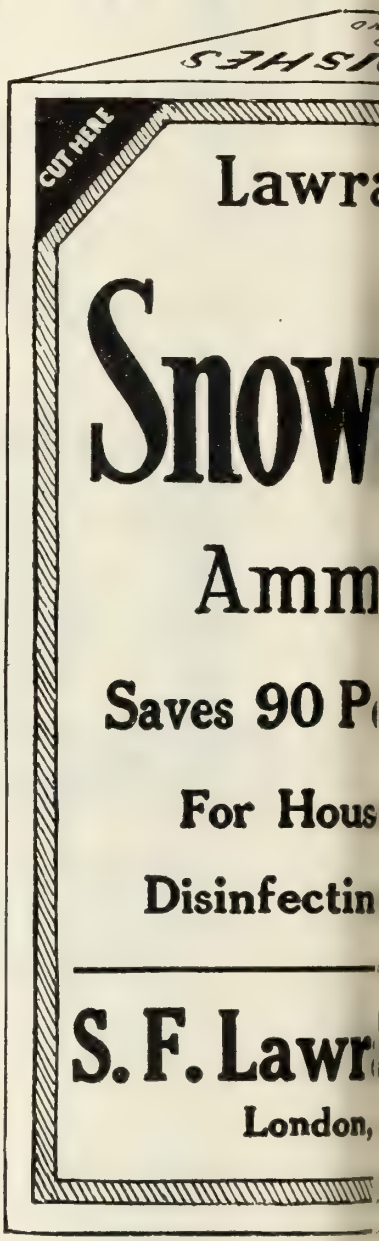
Quality pl

Snowflake has never fallen down on its claims.

It has always been the full strength ammonia -- it always will be.

Poor quality ammonias have injured the business we have created, but the customer who has insisted on Snowflake is still buying it.

Isn't that so?

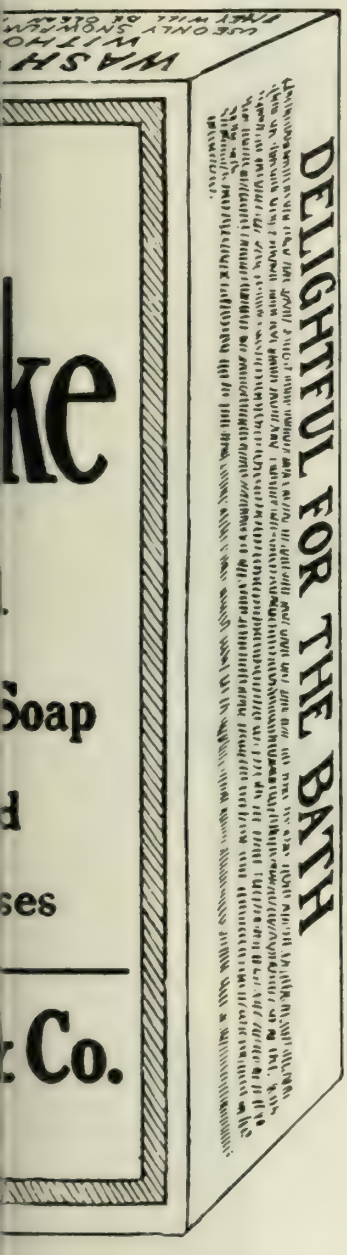


Pushing backward lines with a small margin fo your cash register. Order Snowflake in five case

Order Through Your Wholesaler.

S. F. LAWRASON & CO.

us Pushing



A little pushing in other lines has meant increased sales.

What have you that means more profit than Snowflake?

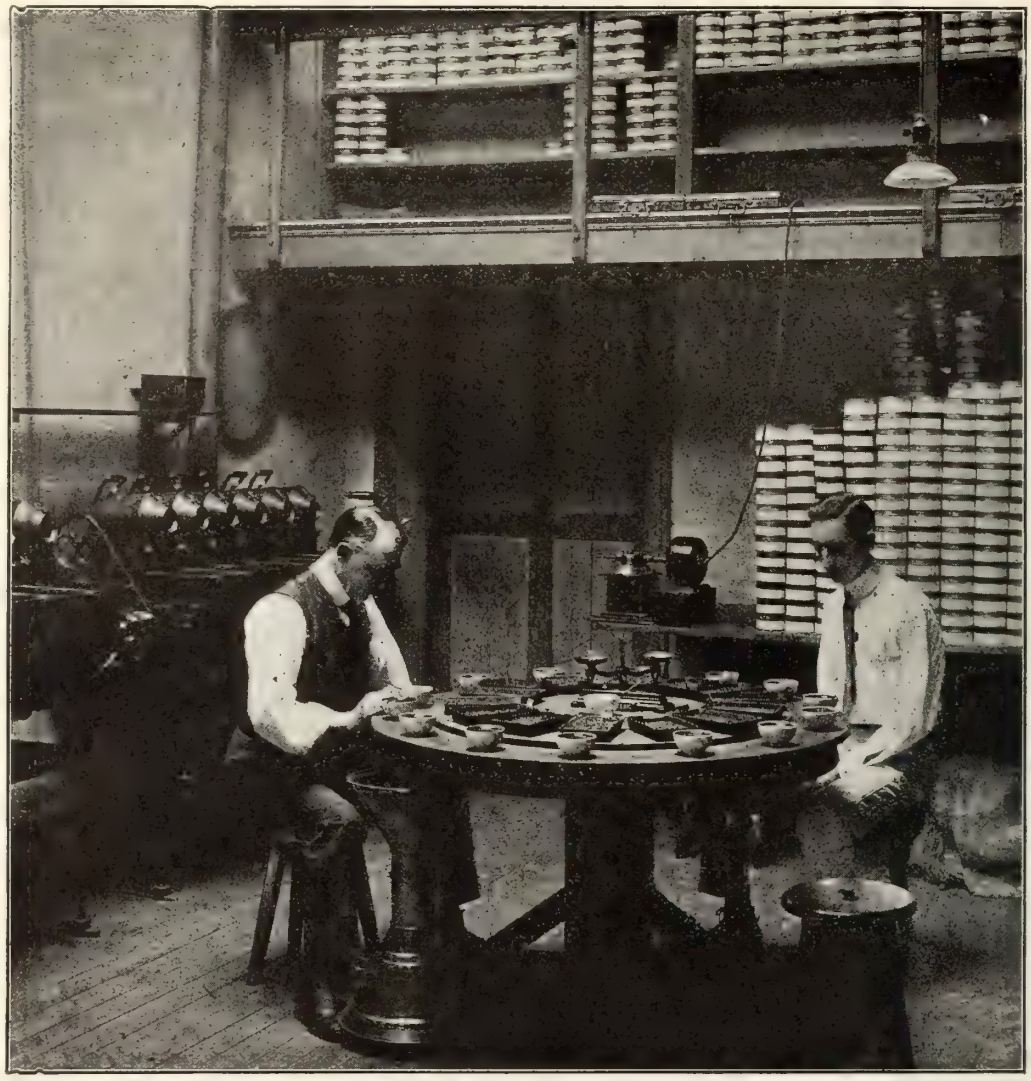
Back up our consistent advertising with a Snowflake drive.

"Softens Water -- Cuts Grease -- Saves Soap" -- those are the claims you can make for it.

ou, may empty your shelves but it doesn't fill
ts for the larger profits.

In Drop Shipments 5 case lots and over, freight prepaid.

LONDON, CANADA



The Coffee Test—By Cups

THE above is a view of a corner of our coffee testing room in our Santos house. Here a sample of every coffee shipped from Santos is carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

This is one of the many important services rendered to our customers. Direct shipments to Canada can be arranged on through bills of lading. Let us start this direct service working for you.

J. Aron & Company, Inc.

COFFEE

Importers *Exporters*

CHICAGO NEW YORK LONDON SANTOS NEW ORLEANS

Royal Salad Dressing and Royal Mayonnaise

MADE IN CANADA

Win the favor of every member of the family. You can back these two brands to the limit with absolute assurance that their delicious flavor and excellent qualities will build up a steady trade.

Replenish your stock and try the sales-winning power of a neat display.

THE HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

Sell Your Customers

SIMMS'

BRUSHES and BROOMS

Give these SIMMS PRODUCTS a chance to double and treble your business in Brushes and Brooms.

Feature them — make a window display of SIMMS' HOME NECESSITIES—keep them in a prominent place in the store—and you will be happily surprised at the growing sales.

There's good money for you in SIMMS' BRUSHES AND BROOMS—and fall houseclean ing is near at hand.

Have you our catalogue showing the great variety of styles ana shapes for every home use? Write for it.

T. S. SIMMS & CO. LIMITED

For 54 Years Makers of Better Brushes and Better Brooms

Office and Factory, ST. JOHN N.B.

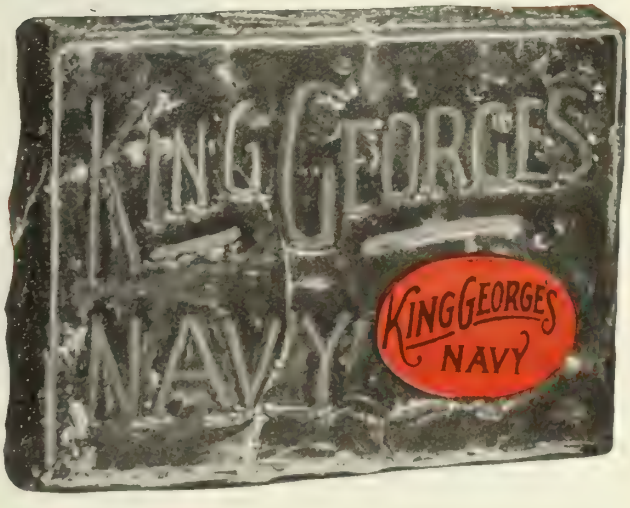
Branches : MONTREAL TORONTO LONDON

KING GEORGE'S NAVY

CHEWING TOBACCO

Always appreciated

because of the sweet, soothing **goodness** which is found in no other tobacco. The number of men daily becoming acquainted with **"King George's Navy"** is steadily increasing. Our extensive consumer publicity is the reason. That means that **"King George's Navy"** will sell even more readily than heretofore. Join the Grocers who are profiting by its sale.



And in Smoking Tobaccos—

Master Mason and Rose Quesnel. Let the housewife know you can supply her husband's tobacco requirements with these leaders also.

Be sure you're well stocked

ROCK CITY TOBACCO CO., LIMITED

QUEBEC MONTREAL TORONTO WINNIPEG

A Deal On Instant Coffee!

No grocery stock is complete today without instant coffee.

May we supply 24 of your best customers with free Breakfast Jars of Soluble [instant] Barrington Hall?

Send a postal for information regarding our Introductory Deal.

Be the first grocer in your community to start this advertising. Write today!

Hamblin Brereton Co., Ltd.

Kitchener Winnipeg Calgary Vancouver

The line you should stock for quality trade is—

HOOTON'S CHOCOLATE

HALF-POUND VARIETIES:

"Imperial Yacht"

(CHOCK-FULL OF WHOLE ALMONDS)

Sweet Vanilla Milk Chocolate Assorted Nuts

Artistically wrapped to attract discriminating taste. A theatre, reception, or afternoon tea confection of such superior *quality* that one sale assures continued repeats. Can be broken up and served without a muss.

FIVE-CENT LINES:

Almond Filbert Peanut Raisin Assorted Nuts
Plain Milk and Sweet Vanilla

Each a masterpiece of distinctive flavor and trade-winning *quality*.

SPECIALLY ATTRACTIVE
"TULIP BUDS"

HOOTON'S TULIP BUDS

"Morsels of Goodness"

MADE IN CANADA

THE HOOTON LINE IS A QUALITY SIGN

Let us know your requirements

HOOTON CHOCOLATE CO., LIMITED

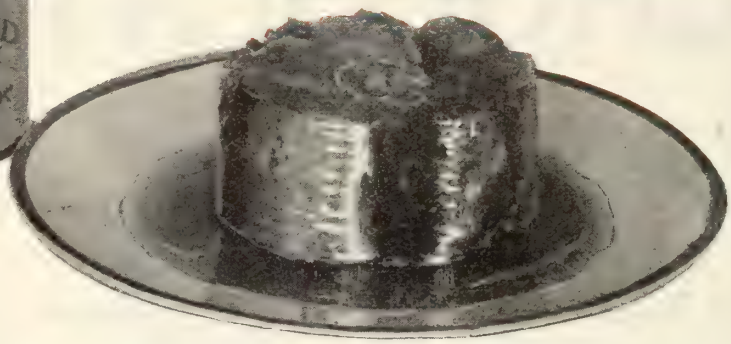
60-76 Duchess Street - TORONTO, ONT.

When Your Customer Says:

"I Don't Know What to Have for Lunch Today"

MENTION

ALBATROSS PILCHARDS



SHE will appreciate the suggestion.

THE Family will relish the treat.

YOU will enjoy the repeats

BECAUSE

ALBATROSS PILCHARDS

ARE SCALED — NO SCALES
TRIMMED — NO FINS NOR TAILS
CLEANED — NO ROE NOR ENTRAILS
AND THE FLAVOUR IS DELICIOUS.

Clayoquot Sound Canning Co., Ltd.

J. L. BECKWITH, AGENT

VICTORIA, B. C.

Agents

Ontario and Quebec
Alfred Powis & Son, Hamilton

Manitoba and Saskatchewan
H. P. Pennock & Co., Ltd.

Alberta and B.C.
Mason & Hickey

Have a Larger Fish Trade

There is a steadily increasing demand for good, wholesome fish. Brunswick Brand will fill the demand with absolute satisfaction to you and your customers. The extreme care we exercise in selecting and preparing only the very finest fish has made Brunswick Brand the choice of the most discriminating people.

"BRUNSWICK BRAND"

Brunswick Brand Sea Foods will win for you a larger and more profitable fish trade.

THE BRUNSWICK BRAND LIST

¼ Oil Sardines

¼ Mustard Sardines

Finnan Haddies (Oval and Round Tins)

Kippered Herring

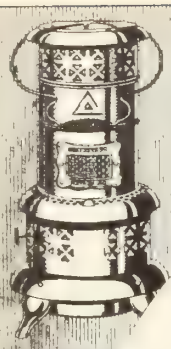
Herring in Tomato Sauce

Clams

Their quality is guaranteed. That's why they always repeat.

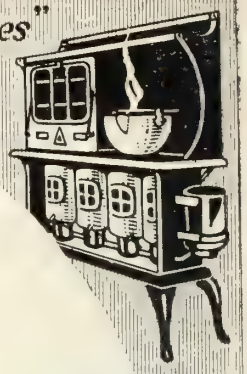
Select your needs from our Brunswick list and prove what splendid sellers they make.

Connors Bros., Ltd., Black's Harbour N.B.



"for Oil Heaters"

"for Oil Cookstoves"



SELL *the* OIL *thats* BEST *and* CHEAPEST

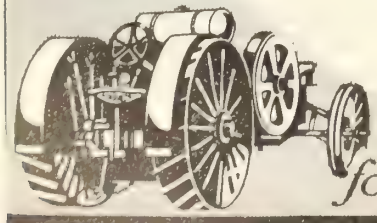
The conditions are favorable for a large increased use of coal oil as fuel this year. Are you selling Imperial Royalite Coal Oil? Imperial Royalite Oil is worthy of your best selling efforts and constant recommendation.

Considered from the consumer's viewpoint, Imperial Royalite Coal Oil gives more heat, light and power than any other oil on the market. Customers buy it for less per gallon. Thus it combines two all-important features—**superlative quality** and **lower price**—big, vital considerations to every user.

Considered from your viewpoint, Imperial Royalite Coal Oil is a quick, easy and steady seller. It costs you less to buy than other oils. That makes its margin of profit as great or greater. Buying for less you sell for less. That sells more gallons.

Imperial Royalite advertising will help you make sales. The name and reputation of Imperial Oil Limited and its valuable facilities for producing, refining and marketing back Imperial Royalite quality. Imperial distribution insures you a ready supply of Imperial Royalite Coal Oil at all times. Place it on your stock list to-day. Tell new customers about Imperial Royalite Coal Oil —induce them to try it. Good for them, good for you.

IMPERIAL ROYALITE COAL OIL



"for Engines"

"for Lamps"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

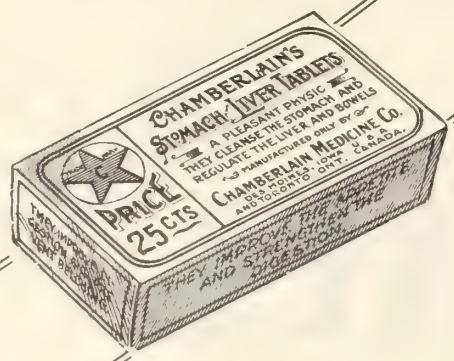
WHITTALL CANS

are made in Canada

For Meats,
Vegetables,
Fruits,
Syrups,
Fish, etc.

A. R. Whittall Can Company Limited

MONTREAL



Extra Business

If you only knew, Mr. Grocer, what a neat little profit many of your trade are making out of the sale of

Chamberlain's Family Remedies

you would just double the order you are now planning and make up for lost time.

Chamberlain's have a most enviable reputation for their curative powers and the fact that they are so pleasant to take makes them even more popular. When your initial order arrives give it display and you will find that the package will sell itself. You "ring in" only on the cash register.

Chamberlain's—the Family Remedy par excellence.

Chamberlain Medicine Co., Limited

Toronto, Canada

The Largest Sale of any Medicine in the World

Your Customer Knows

Over half a century of steady publicity has given Beecham's Pills the prominent place in the family medicine chest in millions of homes. They give prompt relief from Constipation, Indigestion, Kidney and Liver troubles; purify the blood, brighten the eye and clear the complexion.

When your customer knows what she wants, it's easy for you—and you know that the quicker the turnover, the larger the profits.

Beecham's Pills are a more interesting proposition for the dealer to-day than ever before! Do your part—look at your stock right now—be sure to carry a plentiful supply at all times.

Beecham's Pills

Harold F. Ritchie & Co., Inc.

Sole Agents

Toronto - - Ont., Canada

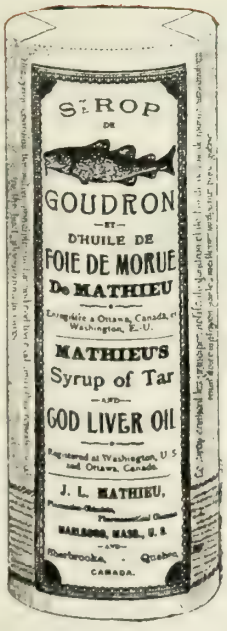
The Largest Advertised of any Medicine in the World

Mr. Gendron
Sect.-Treas.

Mr. Chevalier
Manager

The above photos represent the men who are the executive in handling the business of the **Mathieu Company,** having commenced in this business when quite young. They have piloted the **Mathieu** products to the high standard that they enjoy on the Canadian market to-day.

Mathieu's Syrup of Tar and Cod Liver Oil has stood the test for years and is now recognized as the best Cough Mixture in Canada. The original formula has been improved upon with the result that many people cannot be persuaded to use any other Cough Mixture but **Mathieu's** Syrup of Tar and Cod Liver Oil.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

You will find this preparation in all the leading stores from coast to coast. It's a sure cure for all kinds of coughs, colds, etc. Order your supply to-day and be prepared for the coming season.

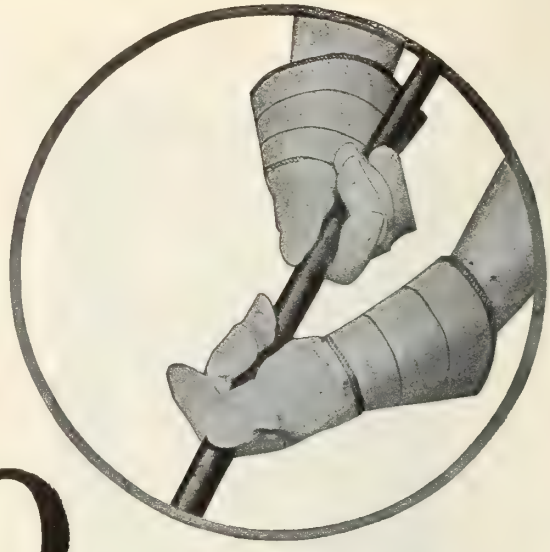
Order from your wholesaler, or write direct to

J. L. MATHIEU COMPANY

SHERBROOKE *PROPRIETORS* QUEBEC

The Service Value of a Glove

depends on both material and workmanship. We are equipped with the most modern machinery for glove-making. Also we have always before us the quality ideal, whereby we aim to retain the good-will of our Dealers. Tapatco Gloves are a profitable staple which knows no selling season. In demand all the year 'round. For all outdoor and indoor work, they are recognized for their supreme quality—which ensures satisfaction to the wearer—and "repeats" for you.



TAPATCO
REGISTERED TRADE MARK
BRAND
GLOVES & MITTS

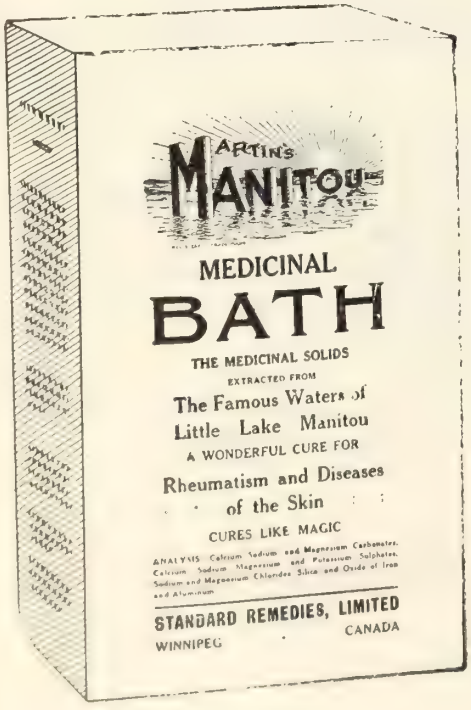
The American Pad and Textile Company
Chatham, Ontario

Tapatco Cotton Gloves are made in 3 weights and 3 styles:—Gauntlet, Knit Wrist and Plain Band Tops.

Jersey Gloves and Mitts in Tan, Oxford and Slate colors.

For Extra-heavy-wear, we recommend our leather-tip or leather-faced Gloves of Heavy Canton.

Nature's Saline Remedies from Lake Manitou, the Mighty



A complete line of concentrates that give results, that bring repeat orders.

Manitou Medicinal Bath gives the same results at home as bathing at the lake.

Sal Manitou—a pleasant effervescent saline, an easy and effective laxative and a blood cleanser second to none.

Manitou Health Salt—effervescent and more mild than Sal Manitou.

Manitou Ointment for diseased skin.

66 2-3% Profit to the Retailer.
100% Satisfaction to the Consumer.

Agents: A. M. Maclure, Winnipeg; W. Claire Shaw, Montreal; J. S. Creed, Halifax; Robert Gillespie, Vancouver; Loggie & Son, Toronto

Refined by
Standard Remedies, Ltd.
Winnipeg, Man.

Why "you" should sell our "SWEETHEART" Brand

It is prepared from Selected No. 1 Virginia and No. 1 Spanish peanuts, blended on a scientifically determined basis that has been proven to yield the best in flavor and nutriment.

It has built up an enviable reputation for quality that can't be overlooked. It's "flavor preference" guarantees you many repeat orders.
Our reputation backs it.

Two good sellers

"Loyal" Brand and "Sweetheart" Brand coffees are exceptionally popular with the trade.

Both are made from carefully selected and perfectly roasted coffee beans. Delightfully good —they'll please your most exacting customers.

The IXL Spice and Coffee Mills, Limited, London, Ont.

There's a good, wide profit on every bottle you sell—and every bottle means a repeat order —a satisfied customer.

Your Customers

appreciate the best—why not win their absolute satisfaction by filling their beverage wants with

Marsh's Grape Juice

Its quality and delicious goodness have given it predominant popularity. Good grape juice is highly invigorating and wholesome.

Marsh's Grape Juice Is GOOD Grape Juice

Send your order to-day for this ideal cold weather drink.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

The MacLaren Imperial Cheese Co., Limited, Toronto and Montreal

Distributors for Ontario, Quebec and Maritime Provinces

GROWN IN THE Famous Okanagan Valley of British Columbia

Five reasons why you should sell this big "red and blue" package

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

1 Quality Rolled Oats is milled from highest grade Western Oats.

2 Every package is of uniform high quality and absolutely guaranteed.

3 Quality Rolled Oats are rolled thinnest, cook quickest and our pan-dried process imparts a delicious, "nutty" flavor.

4 Our daily mill capacity is 500 barrels and 1,200 cases. Therefore, we can guarantee quick shipments.

5 Our shipping advantages include four large railways.
Our progressive advertising prompts sales.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.

EUREKA
PATENTED

REFRIGERATORS

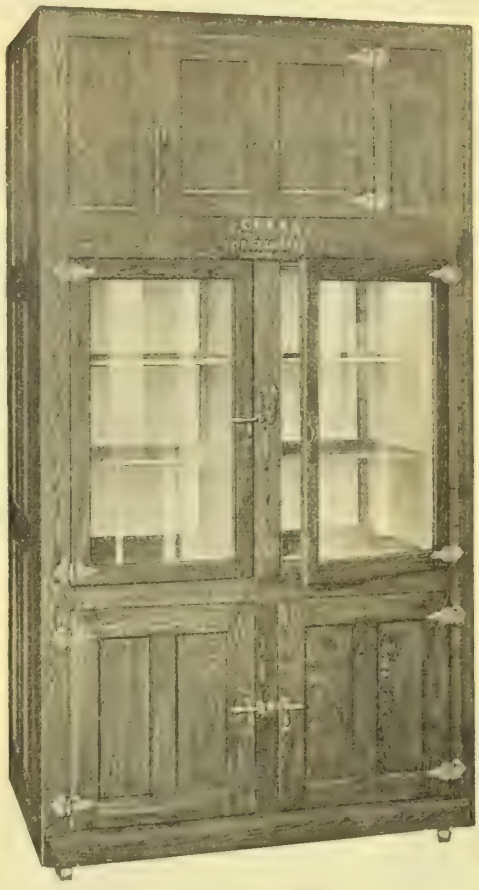
Let the Eureka Grocer's Refrigerator help you to sell your perishable goods.

The slightest suggestion of insanitary condition in the food that leaves your store may be the cause of ruining your business. Why not take out insurance against such a possibility by investing in the **"Eureka"** Refrigerator? It is an investment which declares immediate dividends.

Considered from the point of view of refrigeration, the patent cold, dry air circulation system in every **"Eureka"** ensures absolute protection of the food and prevention of any loss from spoilage.

Considered from the standpoint of display the big fact to be noted about the **"Eureka"** is that it is not a back shop refrigerator. It is constructed and finished to add to the attractiveness of your store and to display your perishable goods to the customer. Thus it becomes an efficient silent salesman.

Write for a Catalogue. We have a Eureka Refrigerator to suit you.

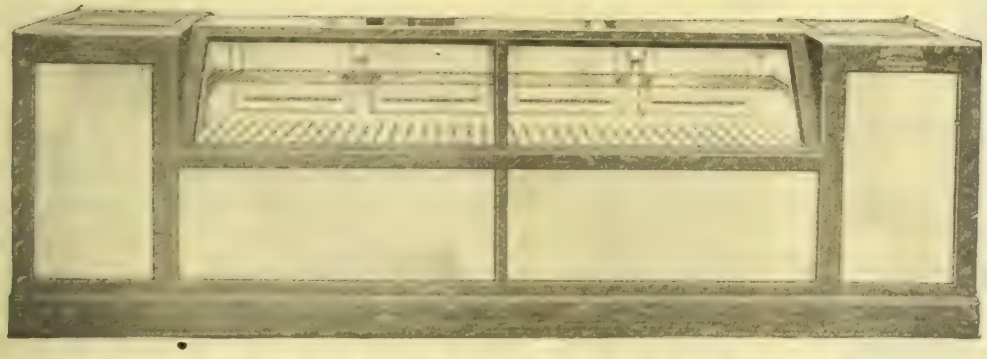


No. 15A EUREKA

Grocer's Refrigerator

ONE OF OUR MOST POPULAR DESIGNS

The Eureka Freezer Counter Case



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths.

Over 1,000 of these cases in use.

We guarantee it

To get below freezing point and stay there if necessary. To keep meats not only over night, but for weeks. That temperature can be regulated. That our case will maintain a perfectly dry atmosphere at all times. A one-year guarantee to replace any defective material. That we will to any responsible party put one in on trial for 30 days.

Upper division for display. Lower compartment for storage. Handsome oak case, wax finish, with Vitrolite panels. Heavily insulated, therefore economical in use of ice and salt.

Write for Literature and Prices covering this and our other Models.

Goods Well Displayed and Under Refrigerator All the Time.

Eureka Refrigerator Company, Limited

HEAD OFFICE: OWEN SOUND

Branches: TORONTO, HAMILTON, MONTREAL, HALIFAX

Eliminate waste and in
Profits with "Brantford"

Acknowledged by merchants to be the best Slicing Machine on the market, the Brantford Slicer is everywhere proving a big money-making proposition from the merchants' standpoint.

THE BRANTFORD SLICER

The old problem of wasted meat ends is eliminated with a *"Brantford."* Every end will slice to the last particle as thick or as thin as you wish. The many exclusive patented money-saving features of the Brantford make it the best buy in the slicer's world.

Its handsome appearance increases sales, the automatic sharpening device, the quick interchangeable trays, the patented clutch and ball bearing, easy running features on *Brantford Slicers* make them loom high above any others now manufactured.

MADE-IN-CANADA

by Canadian workmen from Canadian materials and financed by Canadian capital in one of the largest factories of its kind in the British Empire—every Brantford Slicer represents the highest value—the longest service and greatest usefulness your money can buy. Investigate our claims. Let us send you our booklet. Keep your Canadian dollars in Canada. In time they'll revert to you.

The Brantford Com

BRANTFORD,

BRANCHES IN ALL

crease your equipment

The Brantford Computing Scale embodies so many added features that are not found on the other scales that we want you to know about them.

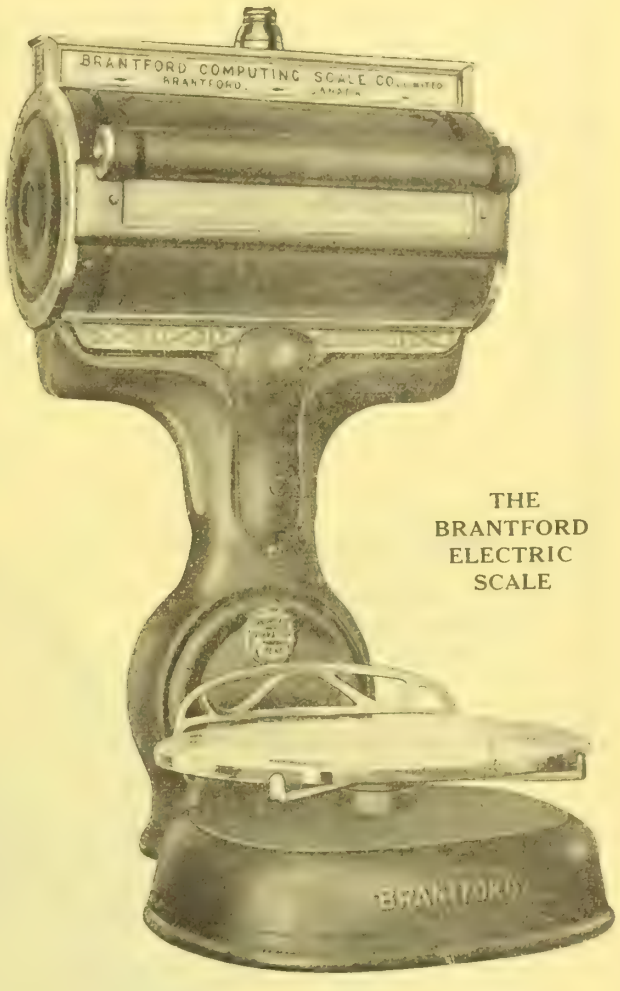
Every working part is enclosed to insure protection against dirt and meddlers, insuring long life and accurate service.

There is a scale made for your every purpose.

Each scale computes instantly.

Every Brantford Scale is the most complete and perfect piece of scale mechanism ever assembled.

They will save you money —they're easily cleaned, exceedi n g l y attractive and always accurate.



THE BRANTFORD ELECTRIC SCALE

Guarantee

Brantford Slicers and Computing Scales are backed by our guarantee of absolute satisfaction. Every Brantford Scale is agate bearing throughout. They are built by expert scale mechanics, are simple in construction and built to last.

uting Scale Co.
CANADA LIMITED
PRINCIPAL CITIES

Almost any

Canadian jobber

will take your order for

The **Riteshape**

Victoria Paper & Twine Co.,
LIMITED
Wholesale Distributors
439 Wellington St. W., Toronto
Branches: Montreal, Halifax

Rapid and Efficient Delivery

ABILITY to fill rush orders is often the secret of business success.

Speed — service — reliability — are embodied in the Ford Motor Truck.

It brings the distant suburbs—the adjoining rural districts—to your door.

You may often arrange to haul return loads at a profit.

Satisfies your customers and yourself.

Ford

One-Ton Truck (Chassis only)

$750, F. O. B. Ford, Ontario

Buy only Genuine Ford Parts

700 Canadian dealers and over 2,000 Service garages supply them. 123

Ford Motor Company of Canada, Limited

Ford, Ontario

Thousands of Footsteps
You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of [illegible]

Contrast this method of oil handling with a

BOWSER ESTABLISHED 1885

Oil and Gasoline System

a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

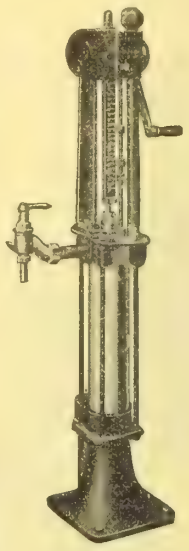
A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser Co., Ltd. -:- 66-68 Frazer Avenue TORONTO, ONT.

Sales Offices in all Centers — Representatives Everywhere

For Gasoline, Kerosene and Other Oils



Make it Easy for him to Pay

SOLD ON THE MONTHLY PAYMENT PLAN

It is universally recognized that mankind, as a class, is hopelessly lazy. Business men realize this fact and choose sites for their stores where they will be the most accessible. They arrange their goods so that they may be more easily seen and secured by him—they make it EASY for him to buy. But, after all this painstaking effort to make it EASY for him to buy they make it inconvenient for him to PAY, they make him wait until it is convenient for them to let him know what he owes and to receive his money on account—they make him wait for his belated statement or until they have the time to balance this account, and usually, someone else gets his money in the meantime—someone who makes it EASY for him to pay.

McCaskey Service makes it Easy for him to Pay

Because:

(1) He knows what he owes at all times and knows it is correct and can pay when he has the money and the inclination to pay, for he can mail in a cheque or drop in and hand it to the merchant.

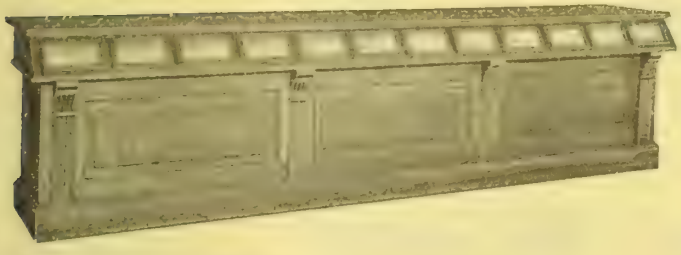
(2) He knows at all times what he owes, so he can provide to meet it—he has a bill of his total account with every purchase.

Counter Check Books of All Kinds

McCaskey Systems, Limited

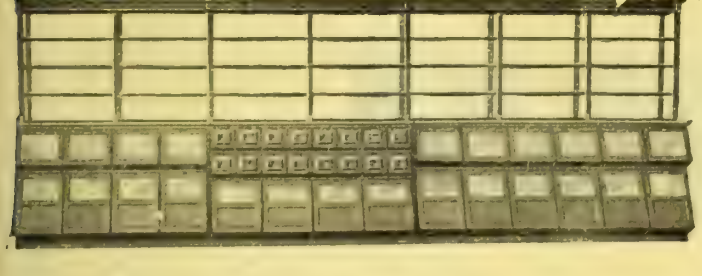
245 Carlaw Ave. **Toronto, Ontario**

Walker Bin Fixtures Increase Your Profits



No. 11 False Display Counter. Shelf or bins in rear.

No. 3 Universal Display Counter. Full depth roller, patent gravity self-closing bins in rear. Three different capacity bins.



Interchangeable Sectional Wall Case

Unquestionably the greatest factor in developing sales is attractive display. A well arranged, clean, attractive *Walker Bin* equipment will not only act as a magnet to draw new customers, but it will attract those of the better class.

Walker Bin system will place your store on a higher plane and stamp you as a successful and wide-awake merchant.

People can't help trading with a bright inviting store of this kind—they're irresistibly impelled to buy by the good appearance.

You'll find the *Walker Bin* Store in your locality is gradually getting more business. Can you afford to lose it?

The undermentioned merchants have installed *Walker Bin* systems. Look for illustrations on the editorial pages of their store interiors.

E. J. Coles, Woodstock

Alex. Davidson, Westmount, Que.

C. A. Ballantine, Niagara Falls, Ont.

Write for our illustrated catalogue, enclosing floor plan of your store with measurements, and your preference for location of each department.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

Have You Got Yours—Mr. Grocer?

If you haven't got yours, Mr. Grocer—If you haven't installed a *Sherer Food Container*—you will get left at the post!

Housewives are being told by long-headed Grocers they can greatly reduce the high cost of living by buying such-and-such goods *in bulk*, instead of the same article *packaged*.

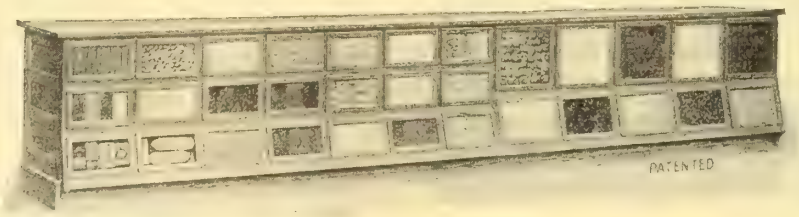
And the housewives are almost forming a line to buy certain items in bulk heretofore bought in the package. But they are buying those items only of those Grocers who *deliver them clean!*

And, Mr. Grocer, the only *clean* way for you to sell bulk goods is to sell them out of a *Sherer Food Container*—because the *"Sherer" always delivers them clean!*

In fact so many grocers have "caught on" to what a *"Sherer"* will do for their business, that the long-headed Grocers who half appreciate what a profit-producer a *"Sherer"* is, are *anticipating their needs for a "Sherer"* and ordering it just *as far in advance as they can!*

All owners of Shererized grocery stores emphatically say—*A "Sherer" is great!*

So again we ask—"Have you got *yours*, Mr. Grocer?" If not—order (or write us) *to-day!*



COUPON

The Sherer-Gillett Company, Ltd.
Guelph, Ont.

Gentlemen:—Please send me without obligation your Catalog 57.

Remarks .....

Individual Name .....

Firm or Co. .....

Street .....

City ..... State .....

SHERER-GILLETT COMPANY

Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter

Guelph - - - Ontario

TOLEDO

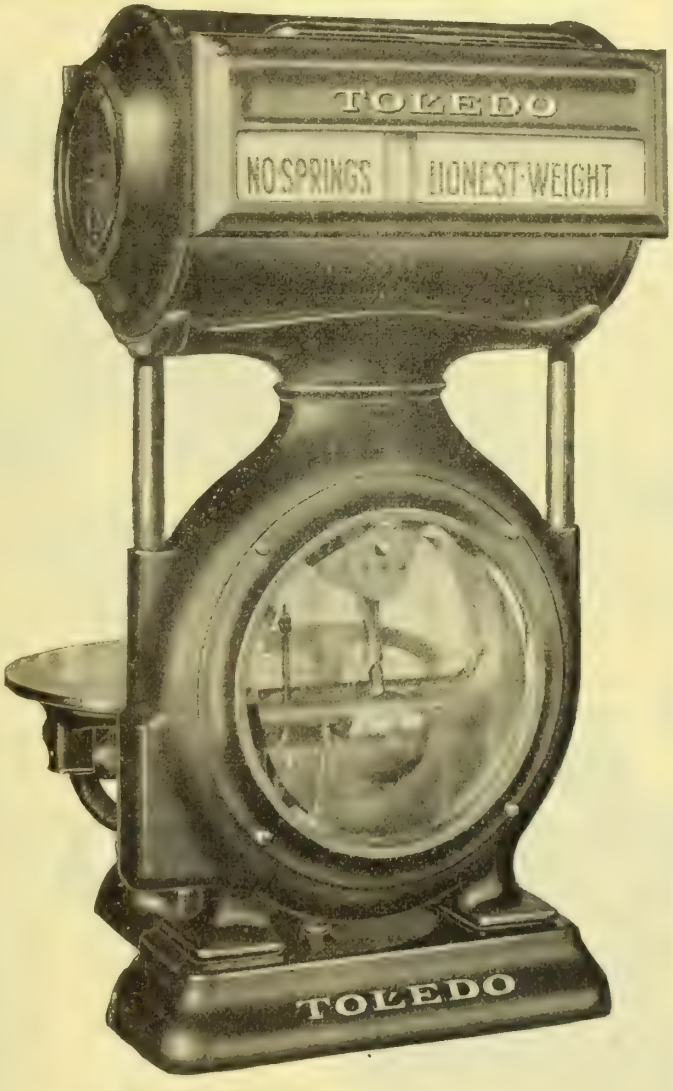
TOLEDO Scales are built in Canada by Canadian workmen, for the use of Canadian merchants.

Weighing is simply a matter of measuring the force of gravity, and the Toledo Pendulum Principle, on which all Toledo Scales are built, measures gravity with gravity itself. There are no springs to stretch with use or vary with temperature. This is the one true, dependable and never-varying automatic method of weighing.

With the present high prices of food materials accurate weight is a question of importance to both the merchant and the buying public, for the scale measures the amount of the purchase for both buyer and seller. The "No Springs—Honest Weight" scale stands as a guarantee of a square deal to both side of the counter. Giving sixteen ounces to every pound, no more and no less, it commands the confidence of the merchant and his customers.

There are over one hundred styles and sizes of Toledo Scales to weigh everything from an ounce of spice to thirty tons of steel —scales for stores, offices, shipping rooms, warehouses, mills and factories.

Write for any information you want about scales for any purpose.



TOLEDO SCALE COMPANY

WINDSOR, ONTARIO

Branch Offices and Service Stations Throughout the Dominion.

Toronto Office, 335 Yonge St.

SCALES

NO SPRINGS ~ HONEST WEIGHT

Mr. Manufacturer!

Do you know that the label or the carton designs of some of the most successful canned and packaged products in Canada are either in whole or in part our workmanship? Why not let us help to place the container for your product among the successful list?

It is our business to design packages and cartons which are not mere dumb containers, but to make them advertising mediums bringing steady returns. We give to them an attractiveness which catches the public eye and invites enquiries.

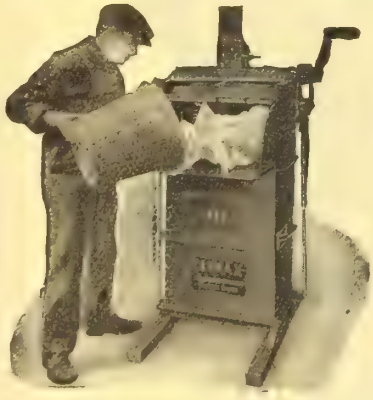
We know that we can improve your package to bring you better results. Write us to-day and give us the opportunity.

The Standard Lithographic Company of Canada Limited

Fine Color Work

28 Temperance Street
Toronto, Canada

Money in Waste Paper



when baled in an

ALL STEEL CLIMAX FIREPROOF BALER

Send for catalog and details of our

Free Trial Offer.

12 sizes

CLIMAX BALER CO.
HAMILTON, CANADA

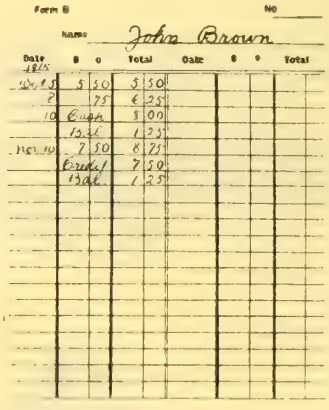
RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO c.
100 Emerson Place Brooklyn N. Y.

What the Security Envelope File Check System will do for you



This system of keeping accounts will—
Make trade increase easy — especially cost trade.
Save time.
Protect you against error.
Give your customers entire satisfaction.
Keep track of credit trade.

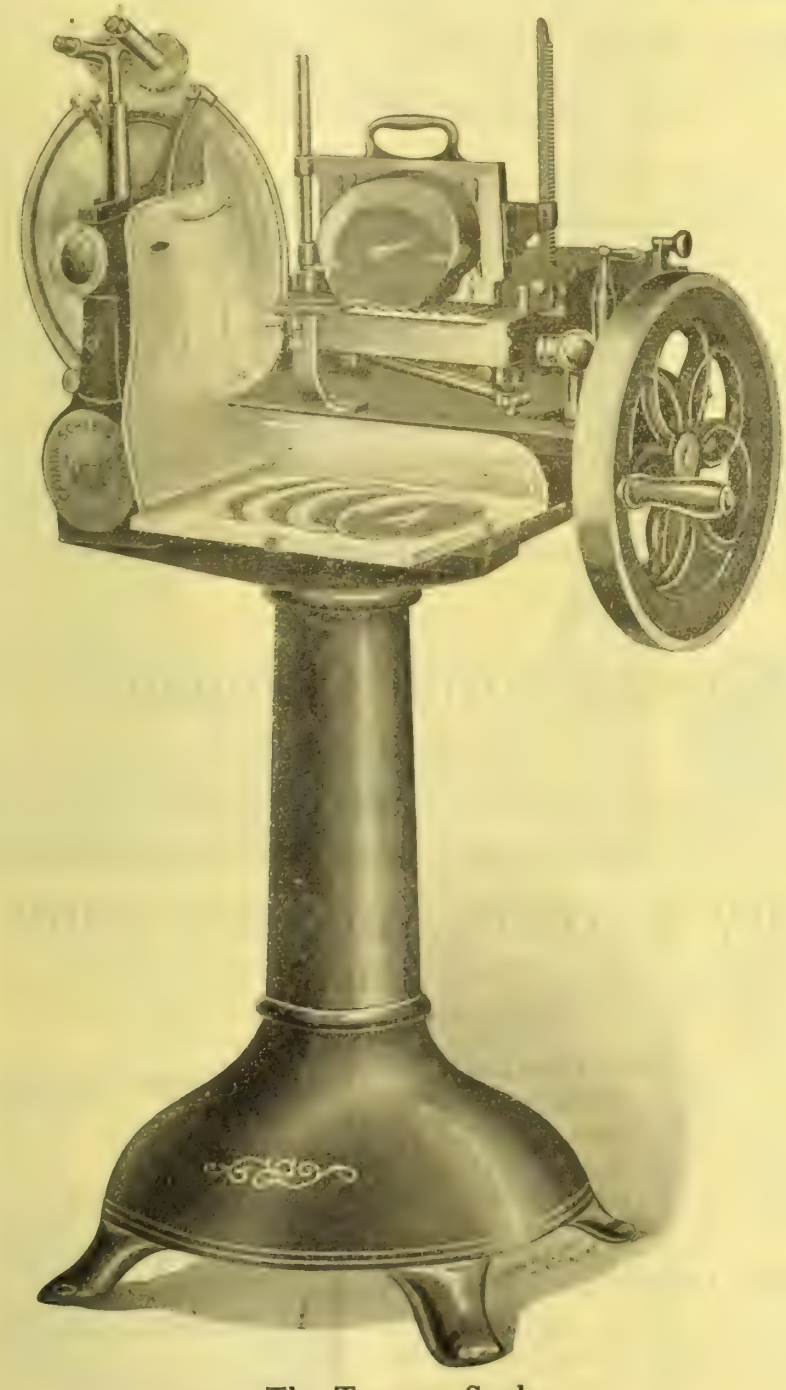
How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a schoolboy can keep your accounts and keep them correctly.

A. E. Taylor & Son

29 Ontario Street STRATFORD, ONT.

WESTERN AGENTS:
The Western Distributors, Manufacturers' Sales Managers,
205 McIntyre Block, Winnipeg, Man.

THE TORONTO SLICER



The Only Reliable Canadian Made Meat Slicer

Has all the latest attachments.

The Clutch which holds the meat to the last slice.

A device for removing the rind.

Special automatic Ball Bearing Sharpener.

All the exposed parts are of solid nickel.

NEVER WEARS OFF
NEVER TARNISHES
BALL BEARING
WICK OILING

Will be like new when others are in the scrap.

IT'S MADE TO LAST

The Toronto Scale

Full Agate Bearing and many features not found in other scales.

All the working parts are enclosed which prevents the accumulation of dust and insures long life and accuracy.

We have one to suit your business.

WRITE US

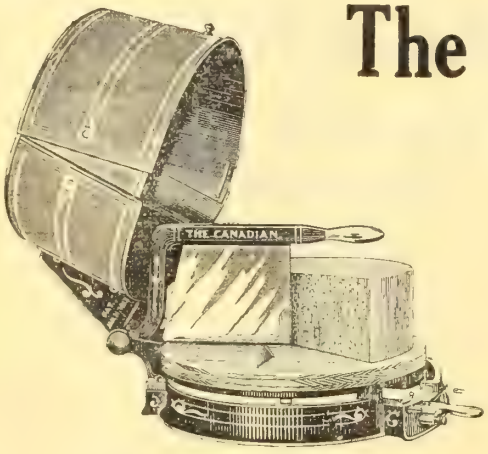
THE CANADA SCALE & SLICER CO., LIMITED

THOS. FERGUSON, SALES MANAGER

TORONTO OFFICE: 482 COLLEGE ST. FACTORY AT BOWMANVILLE, ONT.

The Canadian Cheese Cutter

Means Bigger Business Through Quicker Service and Elimination of Waste



The CANADIAN Open

"The **Canadian**" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ or one-pound cuts.

Price only $18.00

During your rush hours, Mr. Grocer, just think how the Canadian Cheese Cutter with its accuracy and rapidity of cutting, will assure prompt and satisfactory service to your customers.

Then, too, think of the money you are losing through wastage. The **"Canadian"** eliminates the question of scraps and leftovers, so that you sell every ounce of cheese you buy and you hand it out to your customers in nicely cut pieces.

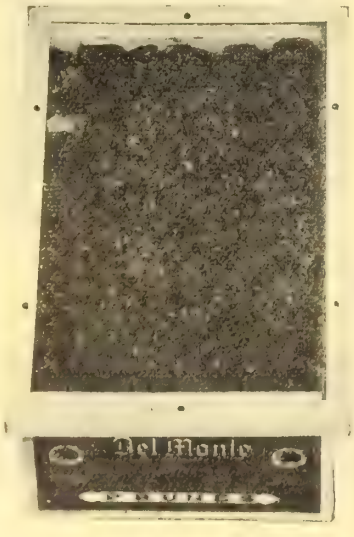
As an up-to-date dealer you cannot afford to be without the **"Canadian."**

The Computing Cheese Cutter Company

WINDSOR - - ONTARIO

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.



Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

Fiber Glass Dried Fruit Covers

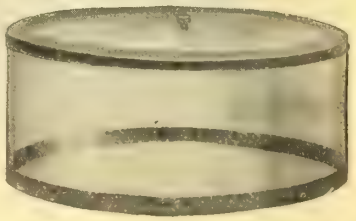
This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

Canadian Distributors:

Eby-Blain, Ltd., Toronto, Ont.
Johnson & Barbour, London, Ont.
Laporte-Martin, Ltd., Montreal, Que.
Macpherson-Glassco & Co., Hamilton, Ont.

Fiber Glass Cheese Covers

ALL SIZES



Our 16x7 Round Cheese Cover, shown above, illustrates complete line made, 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated. Last for years.

FIBER GLASS FOOD COVER CO., Inc.

NORTH ASHLAND AVE., CHICAGO

The Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

"KEYSTONE"

Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

For prices, etc., write

Stevens-Hepner Co., Limited

PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

VOL-PEEK

Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

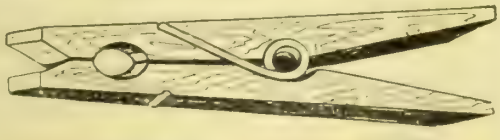
Order through your jobber or direct to—

H. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024. MONTREAL, CANADA

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

H.P. SAUCE

MEANS BUSINESS

Half the selling is done by our advertising. Put H.P. on your counter—it sells in a moment—your customers will like it, come for more, and buy other goods as well.

H.P. can swell your trade, don't forget it.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co, Ltd., Birmingham, Eng.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

BROOMS, BRUSHES
CANADA BRAND
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

Made of the best material of Illinois corn.

Handles of the best maple. All processes of manufacture carried out by expert workmen.

Make out your trial order from this list of quality products:

Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—A specialty.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber, London, Ont.

Western Sales Agency Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Have You Seen the New LIQUID VENEER MOP?

Packed in beautiful, colored lithographed metal can, showy and bright.

It's a whirlwind of a seller. Nothing like it ever offered for sale. Dealers lucky enough to obtain a supply report astonishing volume of business.

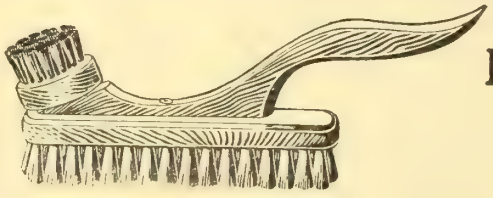
It's the mop for YOU to sell, the mop with a reputation back of it. It will lead to greatly increased Liquid Veneer sales.

YOUR PROFIT, 66% on your investment on our introductory offer—a small $13.00 investment. Get your order in soon.

Buffalo Specialty Company

346 Ellicott St., Buffalo, N.Y. **Bridgeburg, Can.**

Always Better



Building Profits

For 52 years Simms' Brushes and Brooms have improved with the advance in scientific Broom and Brush Making. Simms' skilled experts are always bettering these Better Brushes and Brooms.

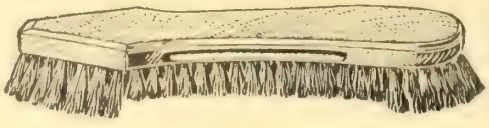
Simms' Brushes and Brooms are business-boomers for you.

Scrubbing-Brushes, Shoe-Brushes, Stove-Brushes, Set-in-Rubber Paint Brushes (whole bristles *never* come out)—all mean satisfied customers.

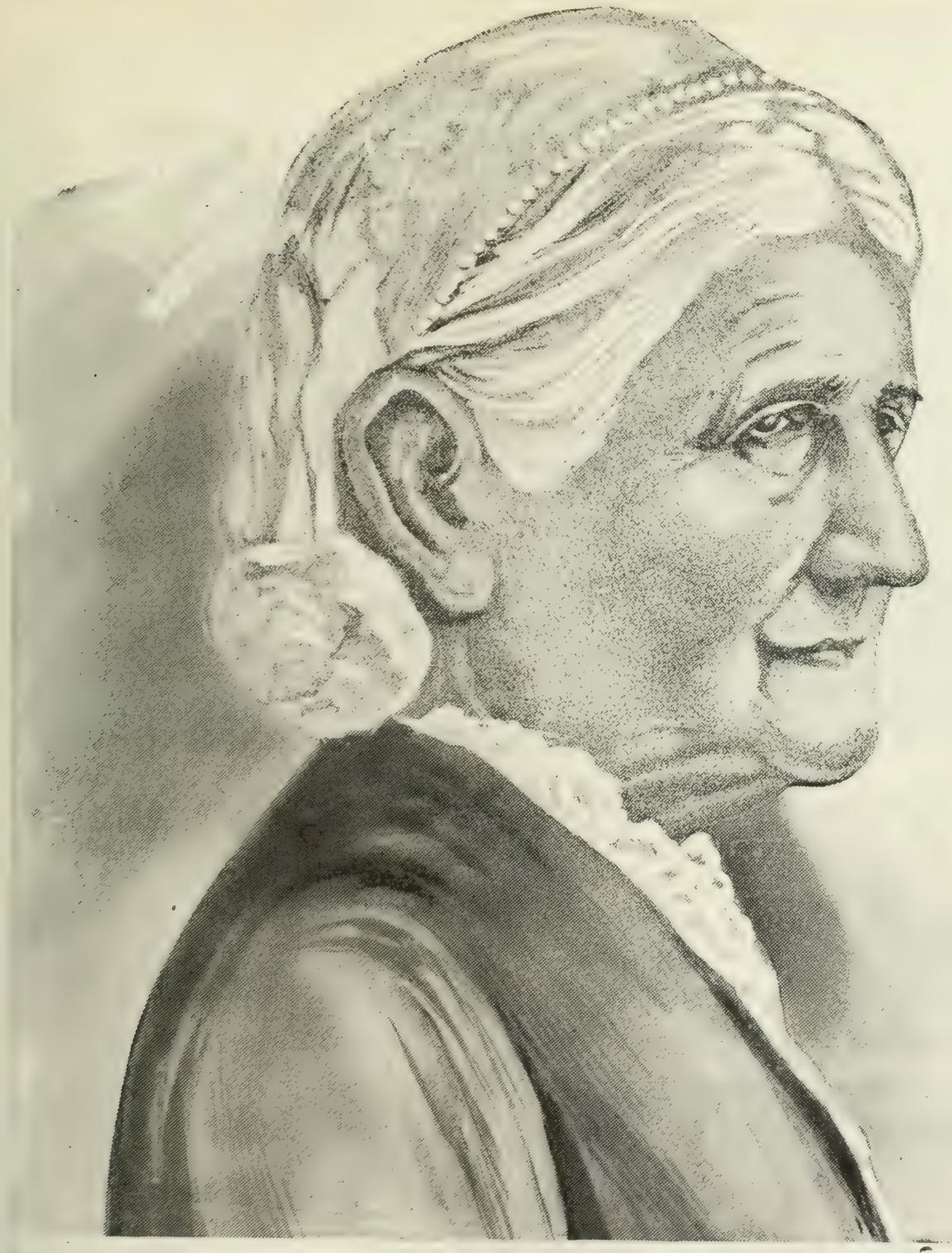
Keep your Stock Complete. ***Order To-day***

T. S. Simms & Co., Limited

St. John, N. B.



Branches: Montreal, Toronto, London



The same good kind that mother used to make
(Ready-Made)

Standard the world over for past 90 years

We have moderate stocks of high grade Maple Sugar, Honey and so forth, which we are putting up in packages of a new and attractive form. Wait for our salesmen or let us mail you samples. Stock a little before this season's crop is exhausted. All jobbers.

SMALL'S LIMITED, MONTREAL

BUY and Induce Others to BUY

The Merchants of Canada would be the first to feel any slackening in the buying power of the people.

You have a lot at stake.

Until the Victory Loan 1919 is over—and a success –strain every effort to help.

Support the Victory Loan 1919 with all the energy you give to your own business.

Your customers are your friends.

Don't lose a single opportunity to impress them with the importance of putting the Victory Loan 1919 across. This is a case where National prosperity, and your own personal interests, are one.

And you can't successfully induce others to buy Victory Bonds unless you yourself own a big block.

Canada has a big stock of Victory Bonds on hand. And they must be sold!

Issued by Canada's Victory Loan Committee in co-operation with the Minister of Finance of the Dominion of Canada.

BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

PLUG CHEWING

PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Trade Mark Registered

PLUG SMOKING

BRIER
INDEX
BRITISH CONSOLS

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons, Kingston.
Ottawa—D. Stewart Robertson & Sons, Ottawa.
Toronto—D. Stewart Robertson & Sons, Toronto.
Hamilton—Alfred Powis & Son, Hamilton.
London—D. C. Hannah, London.
Manitoba and Northwest—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

"The Tobacco with a heart"

Kkovah

Maclure & Langley Limited

Curling

Manufacturers' Agents

Grocers, Confectioners and Drug Specialties

St. Williams

TORONTO

Montreal Winnipeg

Armours

St. Williams Strawberry Jam

The great popularity of St. Williams Jams and Marmalades is founded on their unexcelled quality and delicious flavor.

From the economical standpoint St. Williams Brands should appeal to every housewife. With butter soaring sky-high many women find the liberal use of jam on bread materially decreases the grocery bill.

Urge your customers to buy St. Williams luscious jams.

They'll come back smiling.

A good profit—order now for prompt delivery.

Made by

St. Williams Fruit Preservers, Limited

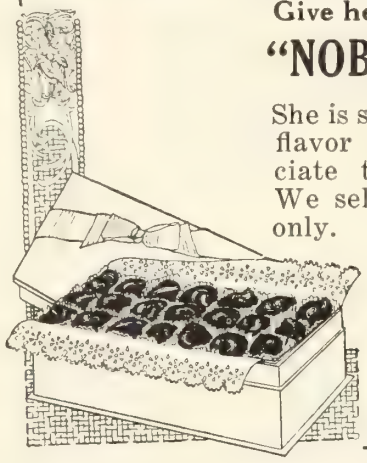
St. Williams, Ontario

Maclure & Langley

Limited

TORONTO

MONTREAL WINNIPEG



Delight Your Most Fastidious Customer

Give her the opportunity of sampling

"NOBILITY" CHOCOLATES

She is sure to appreciate their superior flavor and quality. **You** will appreciate the more-than-ordinary profit. We sell through the wholesale trade only.

Nobility Chocolates Ltd., St. Thomas, Ont.

Selling Agents

McLure & Langley, Limited

Toronto Montreal Winnipeg

L. H. MAJOR & J. SOUBLIERE

LIMITED

Wholesale Grocers

OTTAWA, ONTARIO Phone Rideau 25 and 26

Sidings on all main lines of railroads entering Ottawa

Prompt Deliveries
Reasonable Prices
Dependable Quality of Goods

Quotations gladly furnished at our expense by telephone or wire

A Sure Way To Bring the Delicious Flavor of "Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars, as they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

You Can Recommend to Your Customer

REGAL GOVERNMENT STANDARD

Always the best even with the restrictions imposed upon us by the Government.

ST. LAWRENCE FLOUR MILLS CO., LIMITED

Why more people are using WANT-MORE PEANUT BUTTER

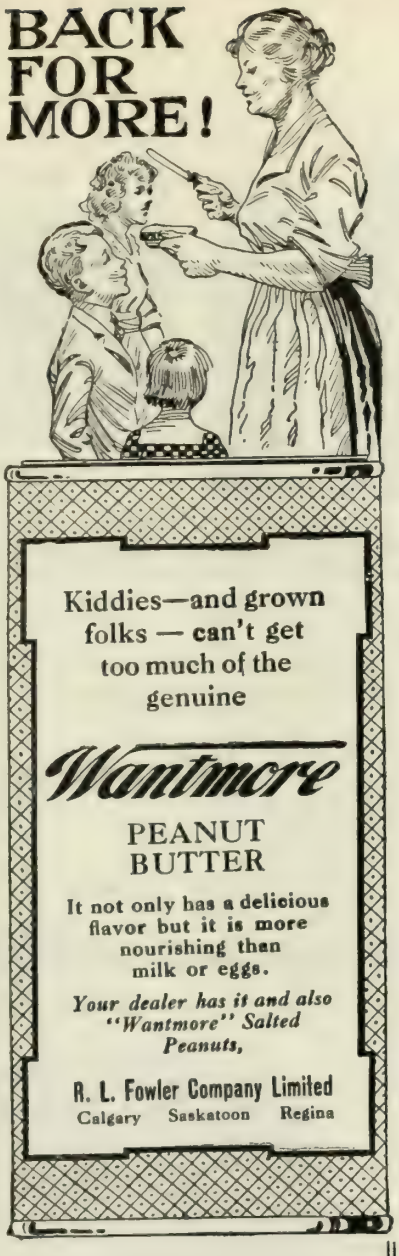
The Finest Spread there is for Bread

In the world of Peanut Butter, as in every other line of merchandise, there is always a leader.

Wantmore Peanut Butter has forged to the front because its quality made it a leader.

And, too, because its goodness is being constantly advertised to the consumer by means of advertisements like the one here shown.

This quality and this publicity are all that are necessary to start big Wantmore sales coming your way once you begin to show Wantmore in your window and counter displays.


BACK FOR MORE!
Kiddies—and grown folks — can't get too much of the genuine
Wantmore
PEANUT BUTTER
It not only has a delicious flavor but it is more nourishing than milk or eggs.
Your dealer has it and also "Wantmore" Salted Peanuts,
R. L. Fowler Company Limited
Calgary Saskatoon Regina

No. 2

Let us co-operate with you in your local advertising. Electros of such advertisements as shown here will be furnished you free.

R. L. Fowler Co., Ltd.

Makers

CALGARY REGINA SASKATOON

Crisp Food for Crisp Mornings

Your Customers

will find

Kellogg's

Toasted Corn Flakes

A Crisp, Tasty

Winter Breakfast

Just as palatable and satisfying on cold, frosty mornings as in the summer.

AS AN ALTERNATIVE

Kellogg's

Krumbles

All wheat—Shredded and toasted—makes a satisfying and sustaining meal for grown-ups and little ones.

Brimful of energy—crisp and delicious.

All KELLOGG'S products are packed in the flavor-holding

WAXTITE

wrapper, which brings them to your customers' tables as pure, fresh, crisp and with an appetizing flavor—just the same as when they left the ovens in our Kitchens at

Toronto, Canada

Be sure to get the WAXTITE package.

The Best Coffee the World Can Grow

The Coming Social Season—

Means a great call for high quality olives. This winter will be featured by brilliant functions where olives are essential.

Now is the time to replenish your olive stock with "Club House Brands." Only large, carefully selected olives are packed in the above attractive bottles. Club House Brand represents the best quality of olives, even packed. They'll please your customers.

Rideau Hall Coffee

You can sell Rideau Hall Coffee and be firmly convinced that its goodness will bring back satisfied customers. **Club House Catsup** is another of our high Standard products.

Try a sample order of these first quality products.

GORMAN, ECKERT & CO., LTD., London, Ont.

Sold to the Western Trade through Mason & Hickey, Winnipeg

The Best Grocers

in every City, Town and Village are known by the Quality of Goods they sell

BRODIE AND HARVIE'S

X X X

SELF-RAISING FLOUR

will bring new customers to your store

It's a Quality Product

Sells well, pleases your trade and shows you a nice profit

Next time you are ordering goods from your wholesaler be sure and specify

BRODIE and HARVIE'S

Self-Raising Flour

BRODIE & HARVIE LIMITED

MONTREAL

CANNED GOODS

Have you seen our opening prices for Victoria Brand Canned Goods? If not, you had better get in touch with us immediately. You will be well repaid for the trouble of asking for them.

COMPLETE ASSORTMENT LOWEST PRICES FULL DELIVERY

DRIED FRUIT

We have some cars in transit and while the greater majority of this shipment will be required for contracts there will be a small balance left over. You can get on the ground floor by putting your order in now for :

DRIED PRUNES
SEEDED, SEEDLESS, MUSCATELS, SULTANAS and CALIFORNIA TABLE RAISINS

SPECIAL

California Brand

LOOSE MUSCATELS 1918 PACK
14cts

SAMPLE ON DEMAND

LAPORTE MARTIN LIMITEE

584 ST. PAUL ST. W. MONTREAL

ESTABLISHED 1870

You Cannot Sell Her a Better Table Salt Than

PURITY

Whether she needs it for the Table or for Dairy use, Purity Salt will give her entire satisfaction always.

The way **Purity Salt** is made in the most modern and up-to-date salt manufacturing plant in Canada is a rigid guarantee that this Seasoner is true to its name.

You'll find Purity a line worth pushing. Are you supplied?

The Western Salt Comapny

COURTRIGHT, ONTARIO

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders to

S. Davis & Sons

Box 630

Montreal

Manufacturers of Good Cigars for over 70 years

NOBLEMEN—Superiores	50, 25	$102.50*	10%	$92.25 net
Invincibles	50, 25	110.00*	"	99.00 "
Coronas	50, 25	102.50*	"	92.25 "
Junior	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures	50, 25	102.50*	"	92.25 "
Longfellows	50	75.00	"	67.50 "
DAVIS PANATELAS	50, 25	82.00*	"	73.80 "
CONCHAS	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and Perfectos	50, 25	70.00*	"	63.00 "
EL PROPOSO	100	60.00	"	54.00 "
DAVIS SUBLIMES	100	60.00	"	54.00 "
MIDGETS (20 packages of 5)	5	48.00	"	43.20 "
LORD TENNYSON	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

*2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

Discounts shown based on purchase of at least 500 cigars assorted or of one brand.

Cash : 1% extra

Shipments prepaid to destination.

Beat Jack Frost

Next Month—November—will be too late to ship 2 in 1 and Black Knight and beat Jack Frost.

Better make a pencil as well as mental note to order

2 in 1 Shoe Polish

and

Black Knight Stove Polish

Now

Dealer Helps for the Asking

The F. F. Dalley Corporations Ltd.

Hamilton, Canada

Winnipeg Hamilton Montreal Halifax

A SUBSTITUTE

The Housewife's Dread

Much inferior Baking Soda is put up in kegs. Such Baking Soda you cannot guarantee to your customers. Hence it is always best to sell Baking Soda put up in the package with the manufacturer's name and the brand of Cow printed thereon.

The package then becomes the guarantee of a quality Soda inside.

Church & Dwight
Limited
Montreal

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

TO THE WHOLESALE TRADE ONLY

WEST INDIA COMPANY, LIMITED
CORISTINE BUILDING, MONTREAL

WEST INDIAN PRODUCE
AND
EUROPEAN AND EAST INDIAN GOODS

We shall esteem the favor of your enquiries for any of the above

M. J. H. GRIMM,
The General Manager

The Government SAYS:

"Pride of Canada" Maple Syrup

is Absolutely PURE and of the Highest Quality

To you, **Mr. Grocer,** this means a great deal; you are absolutely sure when you recommend to your trade Pride of Canada Maple Syrup.

That your Customer will be pleased and satisfied, make a display on your Counter and in your Window.

Pride of Canada is a sure seller, and shows a good profit. Order from your wholesaler or write direct to

The Maple Tree Producers Association, Limited

58 Wellington St., Montreal

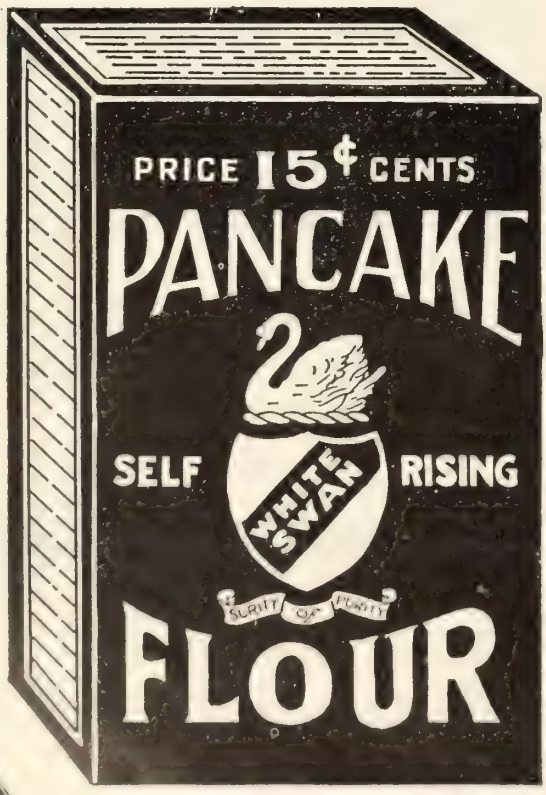
REPRESENTATIVES—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

Four Big White

for Fall

White Swan Pancake Flour

Tasty, wholesome, delicious pancakes. They're just "like mother used to make." "Thoroughly delightful"—nothing else can express it.



White Swan Wheat Kernels

A delicious delicacy milled from the very heart of No. 1 Northern wheat from Western Canada. Makes wonderful breakfast porridge. It is a real "Cream of the Wheat."

FOR SALE AT ALL

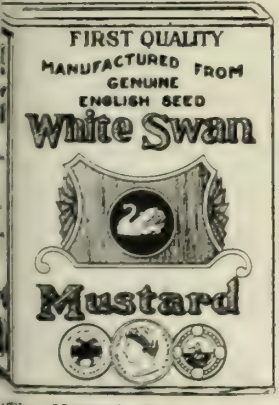
White Swan Spices

Toronto

wan Sellers
d Winter

White Swan Mustard

"Made - in - Canada" Mustard which has no superior in strength and flavor among imported brands. Popularly called the Mustard with the kick." Put up in ¼ and ½ lb. packages.



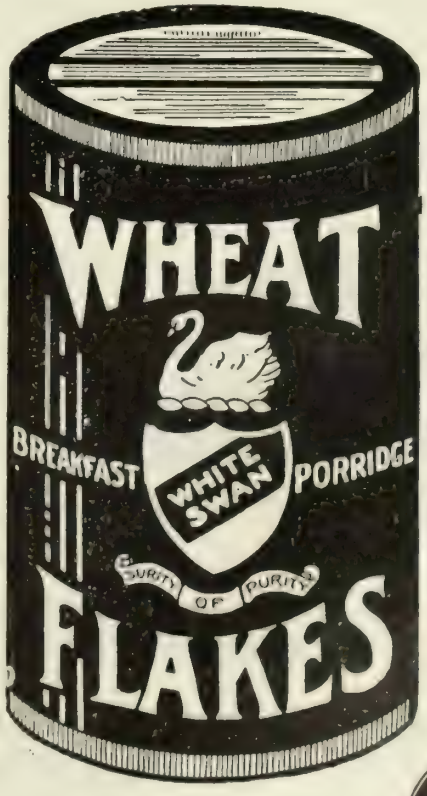
"The Mustard With a Kick."

White Swan Wheat Flakes

The delicious, wholesome breakfast dish for young and old. Consists of the highest grade Canadian wheat rolled into thin, appetizing flakes. Nothing of the original food value of the wheat is lost in the process. Most inviting and rich in body-building nutriment.

The White Swan Family

Every product that makes up the White Swan Family is pure, wholesome and economical. High grade ingredients, careful selection and skilful blending have built up the White Swan reputation. You will find particular satisfaction in handling these products. They sell well and pay well. You derive 25% clear on your turnover of all these goods. You are authorized to refund any customer's money who is not entirely satisfied. We reimburse you.



LESALE GROCERS

d Cereals, Limited
nada

By Appointment

The Sauce Your Customers Appreciate

LEA & PERRINS—the best known, best liked Sauce in the world. Years of constant demand, and increasing daily. We are continuously advertising direct to your customers.

Lea & Perrins Sauce

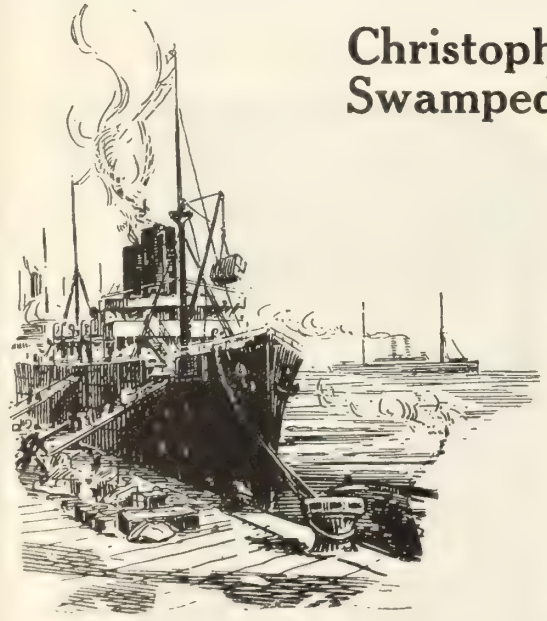
Cannot be Duplicated

This business is ready for you every day, in every season. The goods you most prominently display reflect the character of your store. Goods of known quality inspire confidence, while imitations create doubt.

We supply dealer helps in the form of window and counter displays, recipe charts, folder and special advertising. Keep a good stock on hand at all times.

HAROLD SEDDON

Canadian Agent 137 McGill St., Montreal



Christopher Columbus Would Have Been Swamped in the Swells of a Modern Liner

PROGRESS

NUTRO PEANUT BUTTER

represents the highest attainment in Peanut Butter manufacture to date.

The flavour and texture of Nutro Peanut Butter make it regarded as

Another Triumph of Progress

Maintain your reputation for Quality Merchandise.
Ask your Jobber for a case of "Nutro."

Agents for Manitoba, Saskatchewan and Alberta:

NICHOLSON, RANKIN, LIMITED, WINNIPEG, MAN.

Kelly Confection Company, Limited

VANCOUVER, B.C.

'Phone, Wire or Mail

your orders to us. We guarantee you satisfaction, reasonable prices and reliable, rapid delivery.

Our idea of service

and its actual practice have won for us an enviable reputation for the last half century. Every order receives immediate attention by our staff the moment it arrives.

It is filled at once from carefully selected, highest quality lines, checked over to eliminate mistakes and shipped at once by the speediest method of transportation.

You can depend on "Walker" Services and Walker Quality.

You will find **Walker Prices on Domestic and Foreign Fruits, Vegetables, Nuts, Confectionery and Sundries very reasonable.**

Send to-day for our latest quotations and try our service.

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

Notwithstanding the price of green coffee has advanced over 100%, my price has only been advanced about 30%, so that I can still be served economically.

Please bring this to the attention of all your customers.

G Washington's REFINED Coffee

Went to War — Home Again

Two Popular Sellers

That will earn you handsome profits for this Fall and Christmas selling.

These two tempting Vogan's Cakes are all that your most exacting customers could desire.

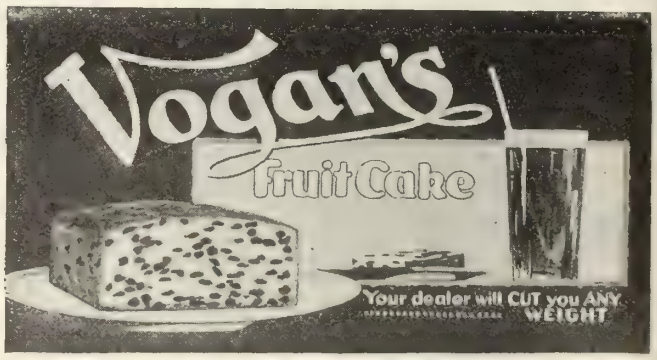
Their dainty rich appearance makes them instant sellers wherever they're displayed. Their delightful flavor wins you complete customer satisfaction.

Every day thousands of Housewives read these Vogan attractive street car posters and every day the demand for these wholesome cakes is steadily increasing.

Vogan's Limited

TORONTO

Quotations gladly furnished to grocery and confectionery houses



Try the Vogan lines in your cake department.

Made from an old English Christmas Cake Recipe

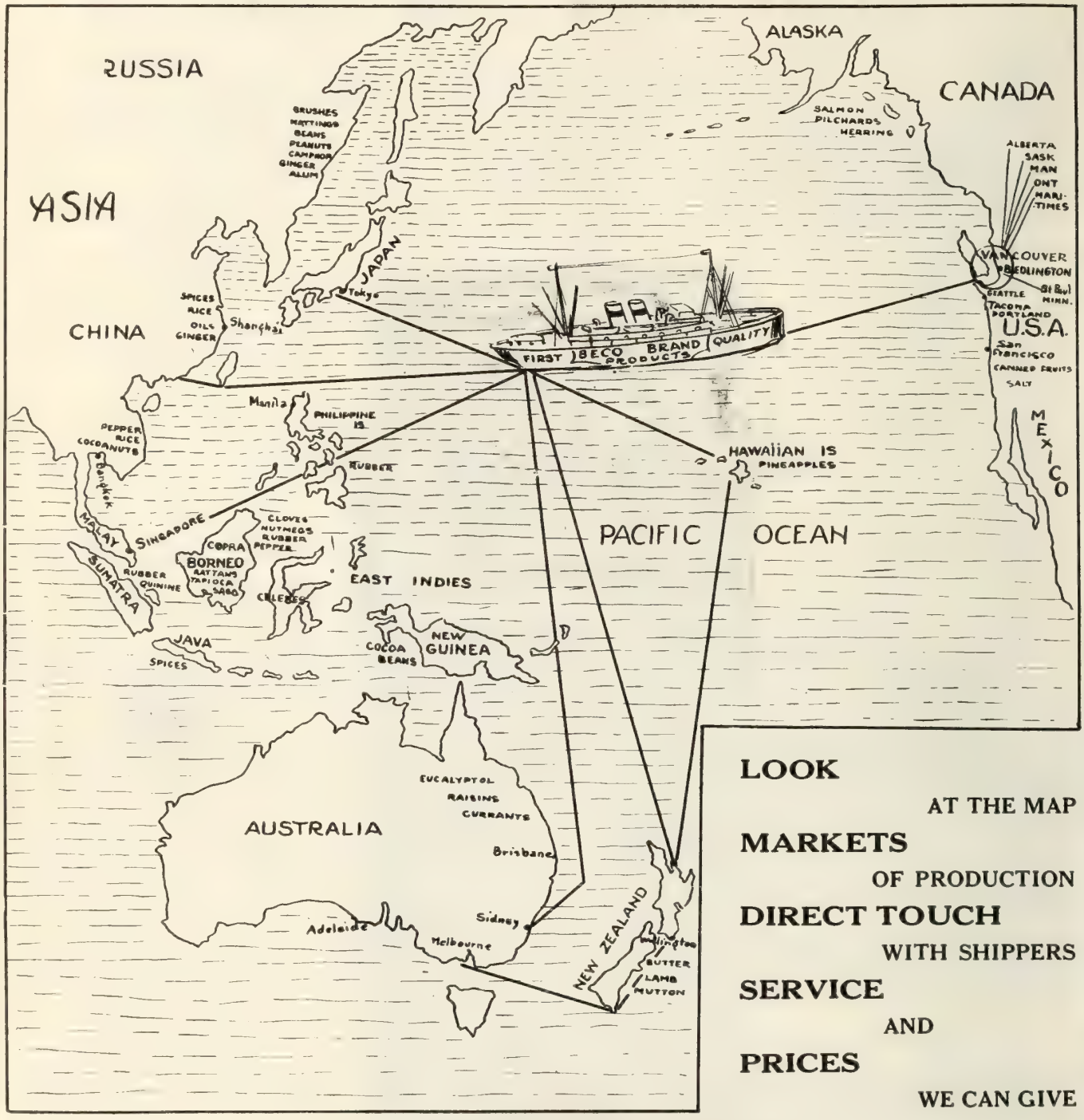
"Saltesea" Oysters

Packed in Glass Jars and delivered to your trade pure and unadulterated. That is why "SALTESEA" pleases and your customers repeat their order. If you are not already with us, WRITE TO-DAY for prices and particulars.

The Oceanic Oyster Co. of Canada
Limited

Montreal

Consider Us Geographically!



LOOK
AT THE MAP
MARKETS
OF PRODUCTION
DIRECT TOUCH
WITH SHIPPERS
SERVICE
AND
PRICES
WE CAN GIVE

Favor Us With Your Enquiries
On the Goods You Are Interested In.

R. G. Bedlington & Co., Limited

Wholesale Brokers
VANCOUVER, B.C.

IMPORTERS Established 1905 **EXPORTERS**

You can reach the great western market through "The House of Scott - Bathgate" as though you were personally on the ground

You need our services if you are desirous of the greatest results in this rich field. We have every essential facility to insure you successful results.

Fifteen years' experience—an enviable record with satisfied clients to prove it. Strong representation. Best warehouse accommodation, and last and best, a staff of strong salesmen to push your product to both retail and wholesale trade.

We have placed Christie's Biscuits and Robertson's Confectionery throughout the West.

Let us do the same for your line. Write us at once. We want to serve you.

Scott-Bathgate Co., Limited

Importers and Commission Merchants

149 Notre Dame Avenue E. **Winnipeg**

TEES AND PERSSE LIMITED

Here Since 1884

"From the Great Lakes to the Rockies."

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

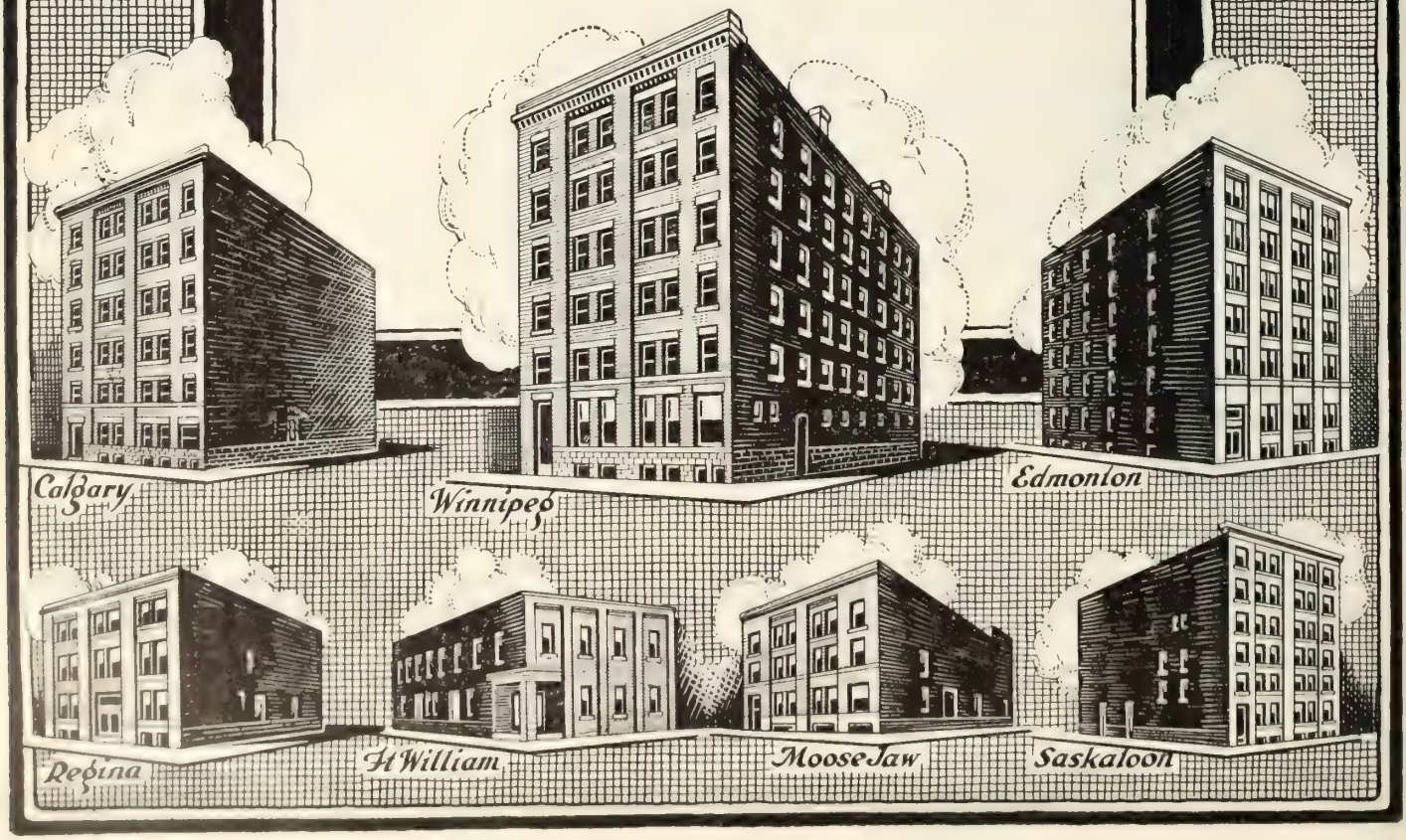
We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Tees & Persse, Limited

Manufacturers' Agents

Winnipeg, - - Man.

Fort William	**Regina**	**Moose Jaw**
Saskatoon	**Calgary**	**Edmonton**



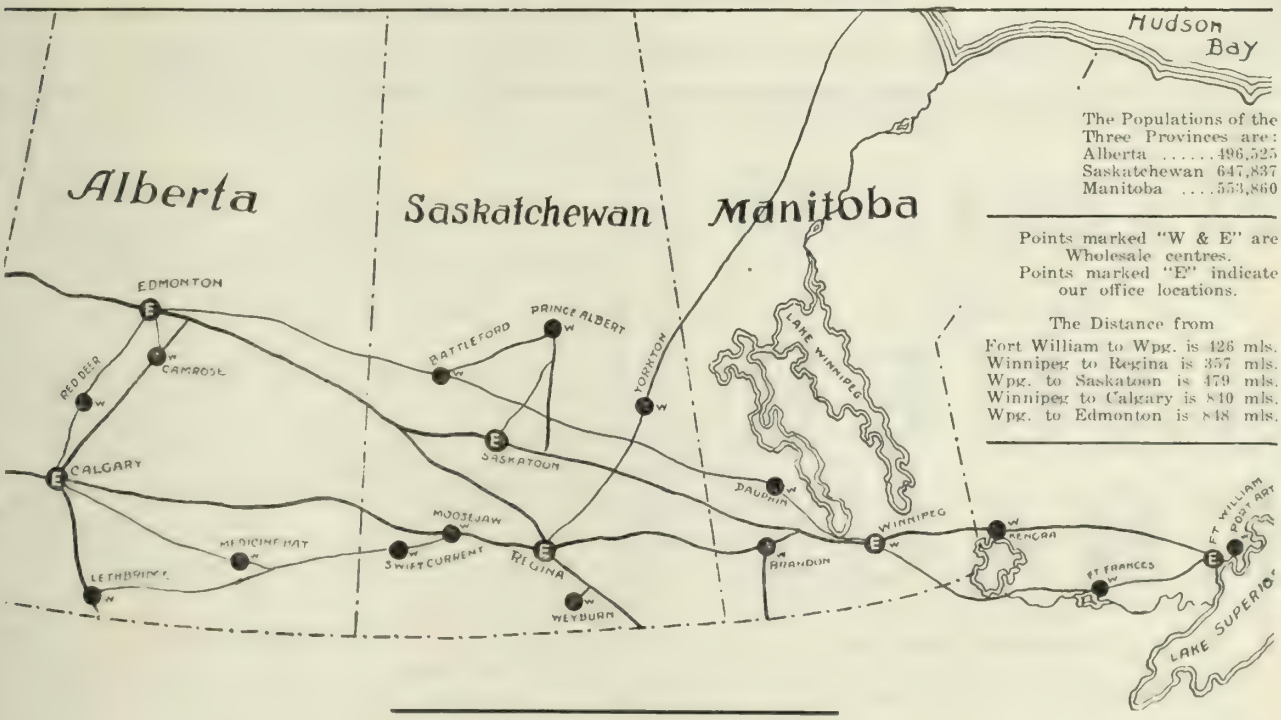
Market your product with "sound judgment" in this rich field

Men of the highest calibre, sterling ability and wide experience in marketing products in a big way—form the "make-up" of this big selling organization which covers the entire West.

We have *Resident Sales Managers* at every jobbing centre who are in daily touch with the wholesale jobbers, and a staff of *Detail Salesmen* reaching every retailer.

Our past record guarantees you the paramount of success.

References—Duns, Bradstreets, Union Bank of Canada, or any wholesale grocer in Western Canada.



W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

EVANGELINE BRAND SAUER KRAUT

Made by competent Kraut makers.

"The Finest in the Land."

We will be pleased to quote you prices on request. All orders shipped promptly.

Supplies Limited

KENTVILLE, N.S.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

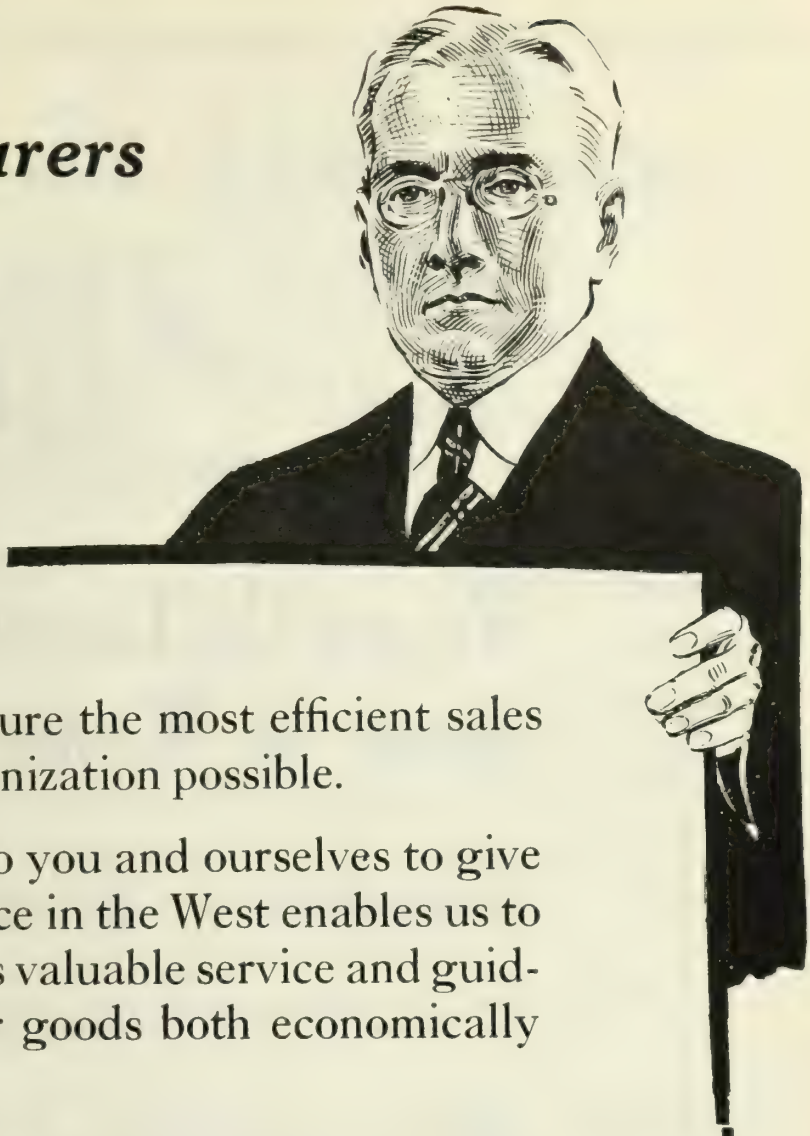
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

To Manufacturers and Packers



It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

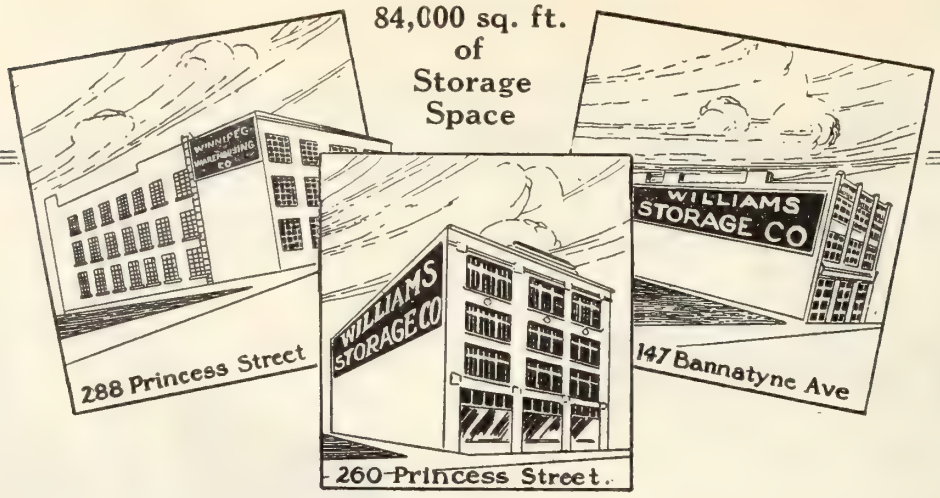
It is not our policy to make extravagant promises but we can give you a service that brings results.

Our staff of detail men who solicit business from the retail trade, and our entire selling, shipping and storing organization are at your service. Your letter will be promptly answered.

Watson & Truesdale

Wholesale Grocery Brokers

Regina Saskatoon WINNIPEG Calgary Edmonton



We Have Our Own Teams and Trucks

We are the Largest Storage House in Western Canada

Distributing and Forwarding

Bonded or Free Storage
Excellent Track Facilities
Storage Space Steam Heated Throughout
A Loyal and Efficient Organization
A Reputation for Prompt Service

These are added guarantees that we are the house you are looking for to take care of your Western consignments. We can distribute your goods in Winnipeg or re-ship to points west. Every facility is ours to handle any amount of business promptly, courteously and satisfactorily.

Let "The Western House for Service" take care of your future consignments to the West.

Williams Storage Company
WINNIPEG

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver and Fort William. We are open to represent lines that do not compete with the following:

ARBUCKLE BROS. - New York, N.Y.
GREEN COFFEES

ARROZ MILLING CO. - New Orleans
RICE

BORDEN MILK CO., LTD., Montreal, Que.
CONDENSED AND EVAPORATED MILK

CALIFORNIA PACKING CORPORATION San Francisco, Cal.
CANNED AND DRIED FRUITS, etc. (INCLUDING DEL MONTE LINES)

CANADA STARCH CO., LTD., Montreal, Que.
FACTORIES—CARDINAL, BRANTFORD AND FORT WILLIAM— STARCH, SYRUP, GLUCOSE, etc.

CANADA NUT CO., LTD., Vancouver, B.C.
SQUIRREL BRAND PEANUT BUTTER, etc.

CREAMETTE CO. - Minneapolis, Minn.
CREAMETTES, MACARONI, VERMICELLI, SPAGHETTI AND EGG NOODLES

CRESCENT MFG. CO. - Seattle, Wash.
MAPLEINE

CROWN BROOM WORKS, LTD. - - Vancouver, B.C.
BROOMS, WOODENWARE

DOMINION SUGAR CO., LTD., Chatham, Ont.
FACTORIES—WALLACEBURG, CHATHAM AND KITCHENER—GRANULATED, LUMP, ICING, AND POWDERED SUGAR

ESSEX CANNING AND PRESERVING CO., LTD., - - - - - Essex, Ont.
CANNED GOODS

FOSTER & HOLTERMANN, LTD., - - Brantford, Ont.
"PRIDE OF ONTARIO" HONEY

GORMAN, ECKERT & CO., LTD. - - London, Ont.
OLIVES, SPICES, EXTRACTS, etc.

FEDERICO GARRETT & CO., Malaga, Spain
OLIVE OIL, etc.

HARPER PRESNAIL CO., LTD. - - Hamilton, Ont.
PATHFINDER, IRENE AND ELK CIGARS

INGERSOLL PACKING CO., LTD. - - Ingersoll, Ont.
LARGE ROYAL OXFORD, INGERSOLL CREAM PIMENTO AND CHILI CHEESE AND BEAVER BRAND MEATS

W. K. KELLOGG CEREAL CO. - - Toronto, Ont., and Battle Creek, Mich.
CORN FLAKES, KRUMBLES, etc.

KELLY CONFECTION CO., LTD. - - Vancouver, B.C.
MOLASSES

KING BEACH MFG. CO., LTD. - - Mission City, B.C.
JAMS, JELLIES AND MARMALADE

W. S. LOGGIE CO., LTD. - Chatham, N.B.
BLUEBERRIES, CODFISH AND LOBSTERS

NATIONAL LICORICE CO., Montreal, Que.
LICORICE

NICHOLSON & BROCK - Toronto, Ont.
BIRD SEED AND GRAVEL

PROCTER & GAMBLE DIST. CO. OF CANADA, LTD. - - Hamilton, Ont.
BULK CRISCO, SOAP CHIPS, COTTON SEED OIL AND FLAKEWHITE

WM. ROGERS & CO. - Denia, Spain
VALENCIA RAISINS

MANFORD SCHIER - Dunnville, Ont.
EVAPORATED APPLES

W. A. TAYLOR CONFEC. & MFG. CO. - Winnipeg, Man.
HORSE RADISH

THORNTON & CO. - Malaga, Spain
MALAGA RAISINS

D. UROUHART - - Hensall, Ont.
WHITE BEANS

J. H. WETHEY, LTD., St. Catharines, Ont.
JAMS AND MARMALADE, BULK AND PACKAGE MINCEMEAT

Mason & Hickey

287 STANLEY STREET ∴ WINNIPEG, CANADA

MR. MANUFACTURER

YOUR LINES

Will be placed in the

PROPER HANDS

If entrusted to the

EFFICIENT ENERGETIC EFFORTS OF

THE McLAY BROKERAGE CO.

Wholesale Grocery Brokers and Mfgs. Agents
WINNIPEG, MAN.

AN OLD FAVORITE IN WESTERN CANADA

JACKSON'S WAX FLOOR POLISH

As made by T. S. Jackson & Sons, London, England

After nearly 5 years of enforced absence the re-appearance in Western Canada of "Jackson's Wax Floor Polish" is attracting the wide interest and support to which it is so justly entitled. A few of the reasons to which the success of Jackson's Wax Floor Polish may be ascribed are as follows:—

It is the best.
It is largely composed of Genuine Beeswax and, consequently, more lasting and economical.
It shows a profit which makes Floor Wax worth enthusiastic handling.
It will give your customers perfect satisfaction at a lower price and will make you many new friends.
It will increase your Floor Polish sales.
IT IS BRITISH.
It is put up in very attractive tins in sizes varying from 2 oz. to 14 lbs.

Your Wholesaler has it. Ask him for it.

SOLE AGENT IN CENTRAL CANADA:

F. Manley, 33c Empress Block, 354 Main Street, Winnipeg

Liken a Cigar Unto a Manufacturer's Agent

Some *are* Good
and
Some *are* Bad

¶ If you happened to pick a poor cigar from a case you wouldn't give up smoking, would you?

* * *

¶ If you happened to pick a poor agent you wouldn't condemn all agents. Would you?

* * *

¶ We are not in the cigar business.
But
We are in the Manufacturer's Agency business.

* * *

If You Want a Good Agent Try

OPPENHEIMER BROS. & RICHARDSON, Winnipeg, Man.
OPPENHEIMER BROS. & GIBBS, Regina and Saskatoon
OPPENHEIMER BROS. & GREEN, Calgary and Edmonton
OPPENHEIMER BROS. & GROTH, New York
OPPENHEIMER BROS., LTD. Vancouver, Victoria, Prince Rupert

NEW CROP
EVAPORATED APPLES

Canada's best flavoured Hard Apples evaporated to Government Standards, packed in 50-pound boxes. Shipment from three points in the Annapolis Valley of Nova Scotia.

We are now manufacturing and will quote for shipment any month to March next. Wire your inquiries to—

J. W. GORHAM & CO.
HALIFAX, N.S.

IMPORTERS (T) EXPORTERS

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN

Branches: Fujita & Co., Ltd., Seattle, Wash.
Fujita and Allen Co., San Francisco, Cal.

REPRESENTATIVES:

DONALD H. BAIN CO.
Western Ontario Saskatchewan
Manitoba Alberta

C. B. HART.
MONTREAL
Quebec

LIND BROKERAGE CO.
TORONTO
Ontario

Not MERELY DISTRIBUTORS—we strive to be real BUSINESS BUILDERS.

And we submit that the rapid growth of our own business is unquestioned proof of this.

A close, kindly, continuous, personal contact with the retail grocery trade.

—that, we believe, is the secret of our success.

Specialty salesmen, **working on this principle,** with offices in TORONTO, HAMILTON, LONDON, OTTAWA, NORTH BAY, assure the covering of the trade thoroughly. Let us tell you more about our methods and facilities.

S. H. MOORE & COMPANY

Head Office: Excelsior Life Bldg.
TORONTO

At present we are building business for:

THE CANADA NUT CO.,
Vancouver.

WM. BRAID & COMPANY,
Vancouver.

THE T. UPTON CO., LIMITED,
Hamilton.

MAINLAND CONFECTIONERY CO.,
Vancouver.

WATSON BROS.,
Vancouver.

BASQUE CHEMICAL PRODUCTION COMPANY,
Vancouver.

EAGLE PACKING CO.,
Vancouver.

JOHN BULL MFG. CO.,
Hamilton.

B.C. MFG. CO.,
New Westminster, B.C.

You want your Goods Sold---your Business Built up

We are at your Service

95% Profit

How does that Appeal, Mr. Grocer?

You know that—

Good, old reliable English goods appeal to most of your customers.

"Eats the Tarnish Not the Silver"

well—

JOHN BULL POLISHES

(note the name) are really English Goods Made-in-Canada

HERE'S A REAL CHEER-UP OFFER

SILVER POLISH

25c Glass Jars.....$2.10 per doz.
15c Glass Jars..... 1.35 per doz.
3 doz. free with each gross.
1½ doz. free with each half gross.
One kind or assorted.
Freight prepaid on gross lots.

BRASS POLISH

25c Screw Cap Cans.....$2.10 per doz.
15c Screw Cap Cans..... 1.35 per doz.
3 doz. free with each gross.
1½ doz. free with each half gross.
One kind or assorted.
Freight prepaid on gross lots.

Special discount on quantity orders—ask your wholesaler—ask for the PURPLE LABEL.

JOHN BULL MFG. CO.

SELLING AGENTS :

S. H. MOORE & COMPANY

Excelsior Life Building - Toronto, Ont.

UPTON'S PURE STRAWBERRY JAM

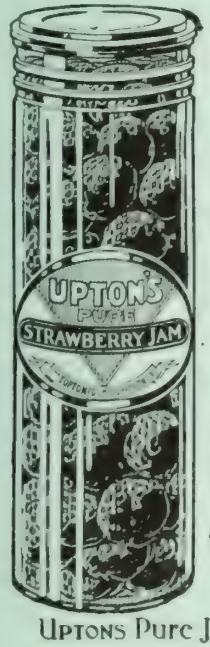
Luscious Red Ripe Fruit and Pure Granulated Sugar

In Glass Jars and in the Economical Two and Four pound Family Tins

Connect up with these—

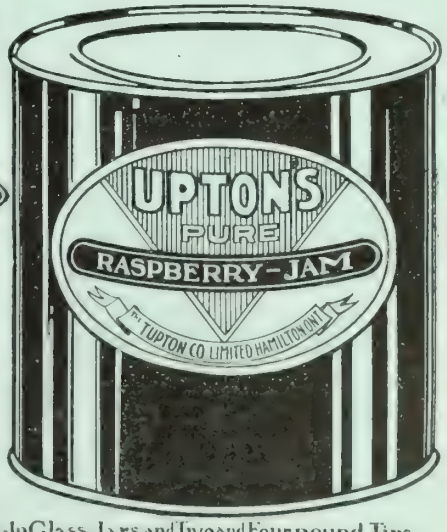
Here are two of a series of advertisements to appear in consumer mediums to help you sell the famous *Upton Jams*. See that you keep a display of *Upton's* on your counter and show them in the window.

Your customers will immediately know them. Your co-operation will mean many sales, satisfied customers and repeat orders.



UPTON'S PURE JAMS

"Decidedly Different"



UPTONS Pure Jams and Marmalade can be purchased at all leading Grocers-In Glass Jars and Two and Four pound Tins

Selling Agents for Ontario

S. H. Moore & Company

Excelsior Life Bldg., Toronto, Ont.

Here's a photograph of the real stuff—Magnesium Sulphate (Epsom Salts) being sawn from the surface of a newly-discovered lake in B.C. The product is 100 per cent. pure (Government Analysis). The supply is inexhaustible and it is so easily produced and put into marketable form that the price is considerably lower than the imported Salts.

It is sold in

300 lb. Barrels

120 lb. Kegs

5c, 10c, 25c Packages

IT'S MADE-IN-CANADA FEATURE and it's quality and price will sell it for you.

There's
Mighty Good Profits
in
MINED-IN-CANADA
EPSOM SALTS

Just a little cheaper

A Good Deal Better

than the imported varieties

—

If you are interested and didn't see it before, hunt up your **Canadian Grocer** of Oct. 3, and turn to page 29.

Better still—inquire from

S. H. MOORE
& COMPANY

Selling Agents for Ontario

Excelsior Life Bldg.,
TORONTO

BETTER BOXES
at
BETTER PRICES

Yes, it's absolutely a fact, and here's the reason.

Ontario timber is scarce, poor and expensive, consequently the prices of Ontario-made-boxes and cases have jumped enormously.

British Columbia timber is plentiful, of better quality and less expensive. Therefore box-making in B.C. costs materially less than in Ontario. *Besides*---B.C. timber is long-grain stuff, free from knots, and thus gives equal strength with material of lighter weight. A saving *two ways*, you see.

We are so sure our prices will bring your business we only suggest you get in touch with our selling agents for Ontario.

Write for Illustrated Catalogue

S. H. MOORE & CO.
Excelsior Life Bldg. TORONTO

Ask prices on
APPLE BOXES
FRUIT BOXES
EGG CRATES
BERRY BOXES
BERRY CRATES
(Positively no Sawdust)
PACKING CASES
Made to any requirement.

These supplied in assorted sizes and in pooled cars.

British Columbia Mfg. Co.
LIMITED
New Westminster
B.C.

A Fish Department! Stocked With Watson's!!

Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers Bloaters Boneless Herring Herring Chicks	Feature Herrings in 10-pound pails.	Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited

Vancouver

Ontario Representatives :
S. H. Moore & Company, Excelsior Life Bldg., Toronto

There's Big Demand for

REX PRODUCTS

Rex Cedar Oil

Rex Floor Wax

Rex Furniture Cream

Rex Washing Powder

Order from your Wholesaler, or

REX CHEMICAL CO.

103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER

He wants these national favorites !

Their Quality won him

There's Satisfaction for Him—

and

Profit for You

in seeing that he gets them

NATIONAL BISCUIT & CONFECTION CO., LIMITED

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

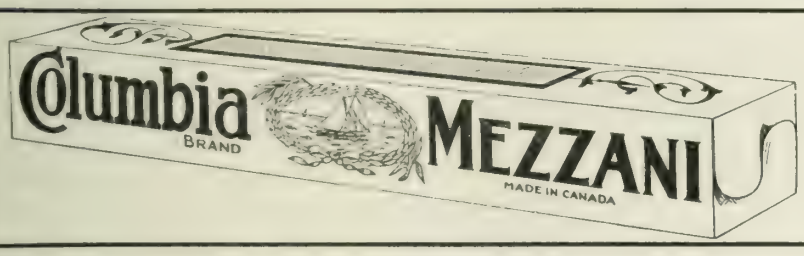
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EL ROI-TAN PERFECT CIGAR

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT
The Regina Cold Storage & Forwarding Co. Ltd.
Regina - Saskatchewan
COLD STORAGE WAREHOUSING CAR DISTRIBUTION

"Always On The Job"
The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg
As your Selling Agents, we can make a big success of your Account.
STORAGE DISTRIBUTING FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers and will give your line the same attention.
Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Macdonald, Adams Company
Brokers and Manufacturers' Agents
Open to negotiate for new lines of Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
erchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

MADE IN CANADA

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS

Sani-Flush
(TRADE MARK REGISTERED)
Closet Bowl Cleaner

Sani-Flush is a ready seller in communities where homes and other buildings are equipped with water-closets. The demand will be evident when a merchant in such a community places ***Sani-Flush*** in stock.

It is a good idea to display ***Sani-Flush*** on a conspicuous shelf. A can on the counter is an effective selling device.

Make a memorandum to order ***Sani-Flush.***

HAROLD F. RITCHIE & CO.
LIMITED
10-12-14 McCaul Street
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

Get your stock of Colds & Briand & Jacquets Beverages for the holidays. Now is the time.
Ask Your Wholesalers or Write
S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

For Representation in Montreal
J. C. Thompson Company
209 St. Nicholas Bldg.
We cover the retail trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

Going to France
Business man going to France next December. Will take representation or good proposition for this country. Write G. E. Durand, Ste. Anne de Bellevue, Que.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

See the Want Ad page in the back of this number---it will interest you.

W. J. SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg. Montreal

You Try This
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

After Eating – After Smoking

"Mintees" earn big profits

Everywhere these tempting little dainties are increasing in popularity.

Everybody likes them——they're so delightfully refreshing. Mintee attractive profits make them just as popular with grocers.

Always have a "Mintee" display on your counter. They'll gather in the money and there's no need for selling talk.

You can always rely absolutely on the Quality of Mintees. Only best of ingredients used in the manufacture. It is made in a clean factory under ideal conditions.

Send for our money-making Mintee display case to-day. It contains 10 boxes of Assorted Mintees, Wintees, Clovees and Cintees (three other delicious confections) and one display case for $6.75. It retails for $10.00.

Each box contains 20 Five-cent Packages.

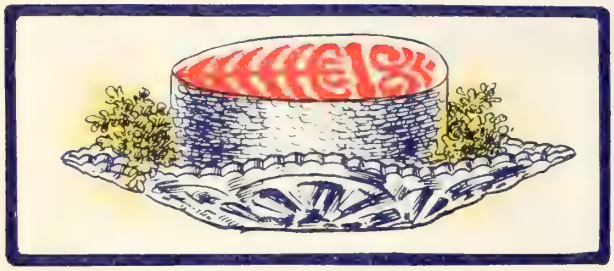
Order them to-day from your jobber.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

HARRY HALL & Co
LIMITED



CANNED SALMON

Our Reliable Salmon Brands

HALLBEST
Fancy Red Sockeye

HALLFANCY
Fancy Red Spring

HALLRED
Fancy Red Blueback

HALLGOOD
Flaky White Spring

HALLSTANDARD
Fresh Chums

HALLCHOICE
Choice Red Cohoe

HALLPINK
Choice Pink

HALLFINE
Choice Pink Chums

DRIED FRUIT
CASTLE BRANDS

CANNED
PILCHARDS

CANNED
HERRING
Packed In
BRITISH COLUMBIA ~ ALASKA
WASHINGTON ~ OREGON
CALIFORNIA

HARRY HALL & Co
LIMITED

EST. 1890
D
WM. H. DUNN, LIMITED
"We Cover Canada"
Representing Foreign and Domestic Packers and Manufacturers of Food Products and Specialties.
Dunn Selling Service

Manufacturers!

—Line up your products with these "quality sellers"—

Here are a few of the "quality lines" we have been successfully establishing:

Borden's Evaporated and Condensed Milk
E. D. Smith's Pure Fruit Jams
Postum Cereal Products
National Licorice Products
Carr's English Biscuits
Melrose's Teas
C. B. Knox's Gelatine
B. T. Babbitt's Cleanser, etc.
Cottam's Bird Seed and other prominent specialties.

Our twenty-eight years' experience marketing food products and specialties for the **foremost foreign** and **domestic packers and manufacturers** assures you of the most successful results if you entrust your product with our large organization.

Our efficient sales forces cover both the wholesale and retail trade and we are prepared to accept one or two first-class lines which would not conflict with products we are now selling.

Wm. H. Dunn, Limited, Montreal, Que.

Dunn-Hortop Limited, Toronto, Ont.

Some Fancy Grocery Christma

Shelled Nuts For Christmas

Shelled Almonds
Valencia 3 Crown
4 "
5 "
6 Maple

Jordan Almonds
Horse Brand
Tiger "
Lion " 19 to oz.

These are Splendid value for Fancy Grocery Trade.

Shelled Brazils
" Cashews
" Filberts
" Walnuts
" Peanuts
" Pecans
" Pignolias
" Pistachios

Special Values---Nuts In Shell

Fancy Bottara Almonds
Extra Naples Filberts
Large Extra Washed Brazils
Garden Grown Pecans
Salted Pistachios

DIAMOND **Brand**

California Budded Walnuts
in Shell now en route

We can book your order subject being unsold for delivery early November.
These are the highest grade Walnuts grown.

W. G. PATRICK

Import

Toronto Halifax Montr

ines for Your Fall and Selling

Assorted Glace Fruits and Cherries

We have just to hand Assorted California Fruits, 1 lb., 2 lb. and 8lb. Boxes for immediate delivery.

Imported French Fruits No. 1 and No. 3 Quality.

Glace Cherries in Boxes about 8 lbs.

The One and Only Thick Sauce

H.P. Sauce has proven a mighty good seller everywhere. So delicious and appetizing, its piquant flavor always wins repeat orders. Stock up now with this favorite sauce. We guarantee quick delivery.

Cover your requirements before cold weather.

Imported Norwegian Sardines and Herring

Our first car of Smoked Fat Herring in Tomato has arrived. This line was packed by The Stavanger Preserving Co., packers of Crossed Fish Sardines, for our fancy trade.

CO., LIMITED

Distributors

Winnipeg **New York**

SEABIRD BRAND SARDINES

We have arriving a car of Seabird Sardines and recommend your covering your requirements at once. Write now for prices.

How the Wonders of the Eddy Plant Impressed a Representative Group of Merchants from Western Canada

IN the past year through the pages of this paper you have had many peeps into various manufacturing processes and features of interest in the E. B. Eddy plant at Hull. You will be interested then in the impression the Eddy Plant made upon a party of representative men in your own line of business who had an opportunity of peeping at the marvels of the vast organization during a visit to Hull. They placed themselves on record regarding that wonderful experience as follows:

1st Day of February, Nineteen Hundred and Eleven A.D.

To Mr. W. H. Rowley and Mr. G. H. Millen,
Of The E. B. Eddy Company,
Hull. Canada.

We desire jointly to extend to you our sincere thanks for the opportunity you gave us of visiting your factory.

Your hospitality came to us unexpectedly, and was keenly appreciated, but it was not until we had arrived severally at our homes that we fully appreciated its significance to us.

Your industry has been called the most unique of its kind in the Empire. This we can readily believe now that we have seen your factory. After the passage of a short time since our visit we realize fuller their magnitude—the infinite patience and skill that must have been spent in developing the almost magical machinery we saw in operation, and the equal patience and courage in establishing the business organization that has made it a success and that is now responsible for turning into so many articles now a blessing to the Canadian people some of the country's forest wealth.

The mechanical wizard "Uncle George" as we were permitted to call him, who is responsible for so much of the machinery that has made possible the distribution of so many articles at a low cost, has thereby made accessible to hundreds and thousands of Canadian homes comforts that would not otherwise be available. The supplying of such products at so low a cost to the consumer is an industrial marvel. Our astonishment was excited by witnessing the smooth, exact, continuous operation of machinery turning out 73,000,000 matches a day from the log to the package familiar now to every Canadian, to see your machinery turning out 100 tons of paper a day, and part of this by almost human machines turned into 1,000,000 bags a day, to see, also, the intricate and marvellously efficient machines that slice, shape, and assemble the parts that when complete make our washtubs, pails, butter tubs, and other packages now familiar to the public. For permitting and giving us the opportunity of seeing these things we tender you our very sincere thanks.

We owe you also our thanks for bringing us together. The occasion was unique in that it was the first time that representative buyers of the Western wholesale grocery houses had an opportunity of exchanging views and ideas. The privilege was appreciated. It was secondary, however, in importance to the knowledge we obtained respecting the production of so many articles of everyday use for which your house has become famous, and justly so. The acceptance of your hospitality will always be a pleasant memory, one that has brought us into closer touch with the heads of your house personally as well as with each other.

We are deeply indebted to you for your exceptional courtesy and hospitality, and for the kindness shown to us by your Mr. J. S. Persse, who was assiduous in looking after our comfort as your guests. We hope that you will continue for many years to enjoy the fruits of your industry, and the undersigned will always hold you in the high esteem you have merited from them. We ask your acceptance of the little token sent herewith.

Sincerely yours,

W. R. Riley, The Riley-Ramsay Co., Ltd., Port Arthur; Geo. S. Kellaway, Campbell, Wilson & Horne, Ltd., Calgary; E. H. Telfer, G. T. & J. Galt, Limited, Calgary; Geo. F. Stevenson, Western Canada Wholesale Co., Fernie, B.C.; H. E. Niven, Edmonton Produce Co., Edmonton; K. D. Sinclair, The Codville Co., Ltd., Saskatoon; A. Adams, Campbell, Wilson & Adams, Saskatoon; S. C. Bustin, Cameron-Heap, Ltd., Regina; H. G. Sinett, Campbell, Wilson & Smith, Ltd., Regina; R. M. Alexander, Moose Grocery, Ltd., Moose Jaw; George Waskey, Hudson's Bay Co., Winnipeg; G. Weidmann, Weidmann Bros., Winnipeg; D. H. Harmer, Codville Co., Winnipeg; Osmond Marion, John Marion Co., Winnipeg; A. T. Colquhoun, Codville Co., Brandon; F. Wills, Cameron & Heap, Kenora and John Appleton, The "Free Press," Winnipeg.

The Story of the Lucifer Match

FROM the tinder box of the Eighteenth Century to the latest E. B. Eddy Company match of today is a long way. Good matches—Eddy Silent Fives, for instance—are so swiftly and easily handled that the idea of the ancient flint and steel and tinder, with the quaint sulphur tipped "spunks" that were the best of all matches in almost bygone days. The glow of the tinder was passed on to the sulphur, and the "spunk" sputtered and stunk, and sometimes lit.

Later on—in 1805—a chemist invented a queer match which he worked with a bottle containing asbestos, and a set of wood splints tipped with sulphur and chlorate of potash. They flamed up when dipped into the bottle, for the asbestos was soaked with sulphuric acid. In 1809 a chemist in Paris managed to make the first phosphorus-tipped matches. They were so dangerous that chemical science was kept busy trying to reduce the risk of them.

By 1816 the phosphorus match had assumed the form of a friction match, that is, it didn't have to be plunged into chemical to ignite it, but the peril of fire from these matches was so bad that in 1823 a match was being used with the ignition chemicals still held in a glass tube. The tube held equal parts of phosphorus and sulphur into which splints were dipped. When withdrawn and waved in the air the matches lit.

In 1827 the first practical friction matches appeared in England. They were called "Congreves." The splints or strips of cardboard were coated with sulphur and tipped with sulphide of antimony, chlorate of potash, and other chemicals. They were sold at so the box with a tube! paper through which the matches had to be drawn sharply against tape pressure to get them lit. Another remarkable early style of match appeared in 1832 called "Promethean." It was made of a short roll of paper [illegible] with chlorate of potash and sugar. In the head was a tiny glass globule filled with strong sulphuric acid. You pressed this hard, and the match fizzed up into a flame. Three years later, however, friction matches on a commercial scale of manufacture were being turned out by several different people in several places, notably at Vienna, and in Sweden.

It was in 1851 as you may remember that E. B. Eddy began to make "Congreve" matches at Hull Canada, and today EDDY'S SILENT FIVES improved by the marvellous processes of which we have read briefly represent the perfection of match making in these modern times.

Eddy's Silent Five Matches

E. B. Eddy Company
Limited

October, 1919

Mr. Merchant,
Everywhere in
Canada.

Dear Sir:

You have had pleasure and interest we trust during the past twelve months in spending a few moments "Every Week With The E. B. Eddy Company," and we hope that you have found profit also in the glimpses given you of Eddy products in the making.

To sell a package of matches about which you know something is more interesting, and in the long run much more profitable to you, to your customers, and to your business than to sell matches about which you know and care nothing. We have endeavored in the past year to make everything bearing the name EDDY interesting to you. To the enquiring customer we believe you can now talk interestingly and with confidence about Eddy matches and other products, and to be able to do so is to pass on your interest and confidence to your customers so that they will acquire some of your own enthusiasm for and interest in your goods and your store, and so return to you the oftener.

In this there is profit for you, profit for your customers, and profit also for us, the honest above-board profit that is shared all round, and of which every business may well be proud. We are glad that you know something of the interesting processes by which Eddy products are manufactured. As you may realize from the tribute paid to our plant on the opposite page, by merchants in your own line of business, a visit to our factories is an interesting experience. In sending you through the printed page and the picture a few peeps at the processes these merchants watched, we trust that we have given you also information you can be glad of, and which you can use to good profit every time you handle Eddy goods.

Yours very truly,

THE E. B. EDDY COMPANY, LIMITED,
HULL, Canada.

"The Pink of Perfection"

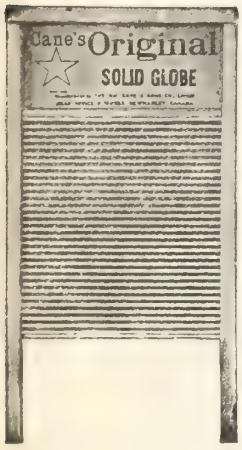
CASCADE SALMON

EVERY TIN GUARANTEED

POUNDS AND HALF POUNDS

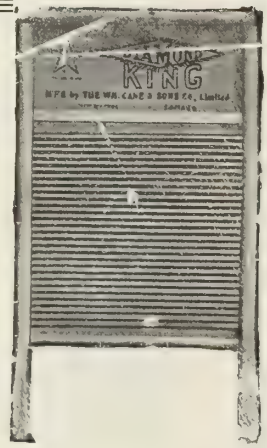
BRITISH COLUMBIA PACKERS' ASSOCIATION

VANCOUVER, B.C.



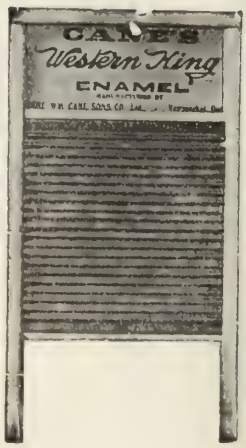
Do You Wish to Handle

Thoroughly Reliable Washboards?



If you do, we recommend that you stock **Cane's.** A small display is sure to prompt enquiries. A simple relation of their past and present reputation will be sufficient to close sales.

The "Original Globe" and "Improved Globe" are made of zinc, "Western King" of best grade enamel plate, and feathered, crimped glass is used in our "Diamond King." The frames are of basswood, which means no slivers or splinters.



Begin to display these boards at once.

The
Wm. Cane & Sons Co., Ltd.
Newmarket, Ont.

COFFEES COFFEES

A SOLUTION

which will benefit our customers.

We have now installed in our warehouse a most up-to-date roaster.
We are roasting, grinding and packing our own coffees.
We have cars bought direct from countries of production.
Our aim is to supply the trade with the genuine article.

Pure Coffees

ground fine or granulated, and whole roasted.
Ask for samples of our famous

"OWL" Blends

Compare them; we are satisfied they will *please you.*

1919

California Dried Fruits

New Arrivals In Stock

2 carloads 3-Crown Loose Muscatel Raisins, 25-lb. boxes.
1 carload Evaporated Peaches and Apricots, 25-lb. boxes.
1 carload Santa Clara Prunes, 25-lb. boxes—70/80, 80/90.

Due Probably Next Week

2 carloads Santa Clara Prunes, all sizes.
2 carloads Seedless and Seeded Raisins, 15-oz. and 11-oz. packages.

Get our prices and be satisfied with the service.

Our Motto: "Satisfaction"

L. CHAPUT, FILS & CIE., Limitee

Wholesale Grocers, Importers and Manufacturers

2, 4, 6, 8, 12 and 15 DeBresoles St.

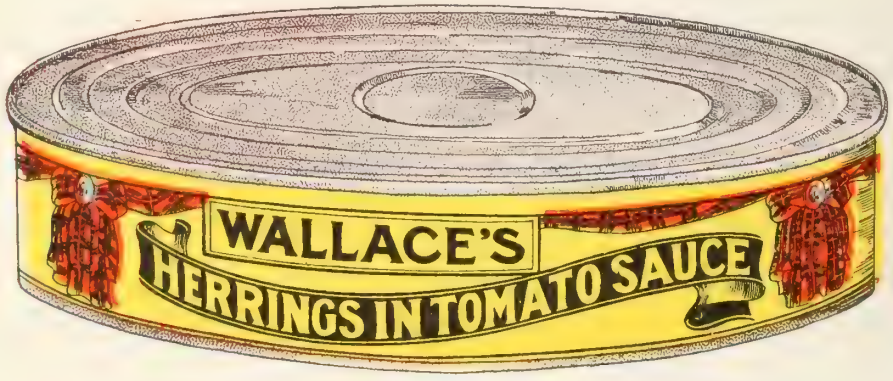
MONTREAL

ESTABLISHED IN 1842

Whenever You See the Wallace

TARTAN

Remember that
The WALLACE FISHERIES, Ltd., Vancouver
stand behind these goods.



There is great satisfaction in recommending to one's valued customer an article of UNQUESTIONED QUALITY

WALLACE'S SALMON and WALLACE'S PILCHARDS
WILL ALSO DO YOU CREDIT

"BLUE SEAL" Products

You can't go wrong when you recommend Maroma — "deliciously different" Salad dressing to your customers. Wherever it is introduced it wins instant favor through its piquant flavor.

"MAROMA" is an active seller and a winner of customer satisfaction. Its attractive jar is packed to the brim with salad goodness.

$4.25 per doz., 2 doz. cases

4 oz. size, 2 doz. case, $2.25 per doz.
8 oz. size, 2 doz. case, $3.50 per doz.

Seldom do you find a product that you can recommend with such sincerity as

Olive Butter

Made from selected olives, spices, pimento and malt vinegar, it has won a host of friends in housewives who desire something "unusually delightful" for sandwiches and salads.

A sample order will prove its popularity.

Other "Blue Seal" Specialties

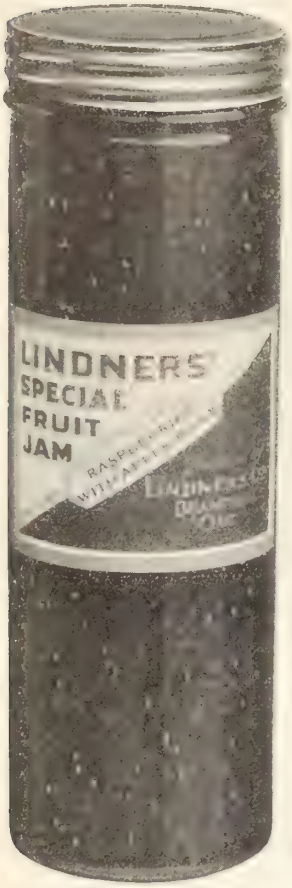
ANCHOVY PASTE
MUSHROOM CATSUP
ORIENTAL SAUCE
FRUIT LAXATIVES
CREAM CHEESE
CAMEMBERT CHEESE
ANTIPASTO SALAD
TOMATO BOULLION
PIMENTO CHEESE

E. W. Jeffress, Limited

Walkerville, Ontario

Distributors

W. G. Patrick & Co., Limited, Toronto



Lindners' "Special" Fruit

"The Quality Jam"

Owing to repeated requests from the Wholesale and Retail Grocery Trade for a high class jam at a moderate price to take the place of the abnormally high-priced pure jams, we have placed on the market our new line "**LINDNERS' SPECIAL FRUIT JAM**," which is to all intents and purposes a PURE JAM, the only difference being that OUR SPECIAL contains a slightly higher proportion of apple jelly than PURE'S.

LINDNERS' SPECIAL FRUIT JAM is unsurpassed in flavour and is of the highest possible food value: The most economical, HIGH GRADE JAM on the market.

SEE OUR PRICE LIST.

Lindners Limited

Brampton, Ont.

Just Pure Fruit and Granulated Sugar —That's All

SELLING AGENTS

Ontario—R. S. McIndoe, Wellington St. E., Toronto. **Ottawa and Kingston**—H. D. Marshall, 39 Mosgrove St., Ottawa. **Montreal**—H. Whissell, 639 St. Hubert St. **Halifax**—J. W. Gorham & Co. **Sydney, N.S.**—D. J. Macdonald. **Winnipeg and Western Provinces**—W. L. Mackenzie & Co., Ltd.

BLACKWOODS

"Here Since 1876"

During this time we have grown with the West.

We have developed a line of products that has been a splendid source of supply to dealers in the West. The "B. B" products include—

PICKLES	SAUCES
RELISHES	VINEGAR
TEMPERANCE DRINKS	VANILLA
"B.B." SAUCE	LIQUEURS
BAKING POWDER	FOUNTAIN SYRUPS
EXTRACTS	TEAS, Etc., Etc.

Ask your wholesaler. If he cannot supply you—ask us.

Blackwoods Ltd. Winnipeg, Man.

THE more particular housewives put their OK or stamp of approval on "Royal Acadia Sugar" because they have learned that Royal Acadia stands for the highest quality of Sugar on the continent.

For every sweetening purpose its all round goodness has won unstinted praise from housewives.

"Royal Acadia" is fast replacing the word "sugar" with particular people.

To fill your customers' sugar wants with "Royal Acadia" means perfect satisfaction and repeat orders.

"Every grain is pure cane"

ROYAL ACADIA SUGAR

Put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

ROYAL ACADIA SUGAR

The Acadia Sugar Refining Co., Limited

Halifax, Nova Scotia

Like Old Nile

MISSION, B.C.

The Majestic Fraser

Has Made Its Valley a Garden of Plenty

KB

On the Fraser's bank at Mission, our modern factory takes each fruit as it comes to perfection and preserves it at that time.

Our location gives us the right to say of

King-Beach Jams

"Packed Amid the Gardens while the Bloom is on the Fruit"

THE KING-BEACH MFG. CO., LTD.

Mission City, B.C.

SELLING AGENTS

MASON AND HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver

KB

Only Good Salt Is Profitable

IT is of vital importance to every dealer that he sell only salt which is pure and good. Poor salt spoils everything it is used in or on and customers are sure to blame the dealer for their losses.

WINDSOR Table Salt

WINDSOR Dairy Salt

WINDSOR Cheese Salt

—are dependable brands with a country-wide reputation for quality and purity.

Satisfy your customers and increase your profits by selling—Windsor Cheese Salt for better cheese—Windsor Dairy Salt for better butter and all dairy purposes—Windsor Table Salt for household use.

Windsor Cheese, Dairy and Table Salt are made in the most modern plant in Canada under conditions which insure a standard of perfection that places them in a class by themselves.

Made in Canada by

The Canadian Salt Company
Limited
Windsor, Ontario

HOPS

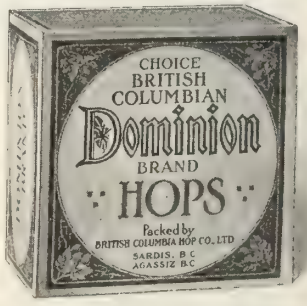
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed

RETAILS 15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

Good Reasons Why You Should Push

CATELLI'S MACARONI PRODUCTS

—They are made of only the finest Canadian hard wheat—without the use of coloring matter (yellow). They are absolutely pure.

—They possess greater food-value than most other products your customers eat, being nearly twice as nourishing as eggs, cream, chicken and bread.

—They are clean—made in a spotless factory—where the very best machinery known for the purpose is used.

—They come to you and you sell them to your customers in dust-proof cartons, ensuring cleanliness and eliminating waste.

—Your customers want them—our advertisements are running continually in the newspapers, magazines and farm papers. When the people see the Catelli cartons in your store, it is like seeing old friends—and sales are soon made.

Keep well stocked with Catelli's and see that they are well displayed in your windows and on your counters and shelves.

They help to a quick turnover of your capital and produce good profits.

Write us for information and about our free cook book.

The C. H. Catelli Co., Limited Montreal, Que.

When you say "Gold Dust," does anyone ever ask "What is it?"

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

Guaranteed Ocean Products

Gosse-Millerd Packing Co., Ltd.

Vancouver, Canada

Established 1875

Sole Distributors: "Lacrosse" Sockeye Salmon, 1-2s and 1s for Western Ontario
"Maple Leaf" Seeded Raisins
MAPLE LEAF TEAS and COFFEES
G. N. Herbert Santa Clara Prunes

We are a House of Service and Reputation

T. KENNY & CO., Limited

WHOLESALE GROCERS

PROMPT DELIVERY
NO CARTAGE

SARNIA
Phones 5, 85

CHATHAM
Phones 154, 155

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arab Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

"Excelsior,"

when applied to Brooms

represents the acme of broom production.

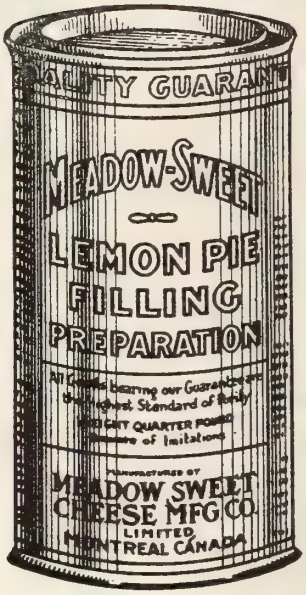
TRADE EXCELSIOR MARK

Made in Owen Sound since 1898.

"EXCELSIOR" friends are found from Coast to Coast.

J. C. SLOANE

845 5th Avenue, Owen Sound, Ontario



The New Lemon Pie Filling

It's different from all others

Contains enough filling for

4 Pies

A quick seller. An attractive package. Be the first in your town to stock this new product. Order from your wholesaler.

Or

Dunn-Hortop Toronto	Angevine & McLaughlin Eastern Provinces	D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal

HANDY SNAP TOP

A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

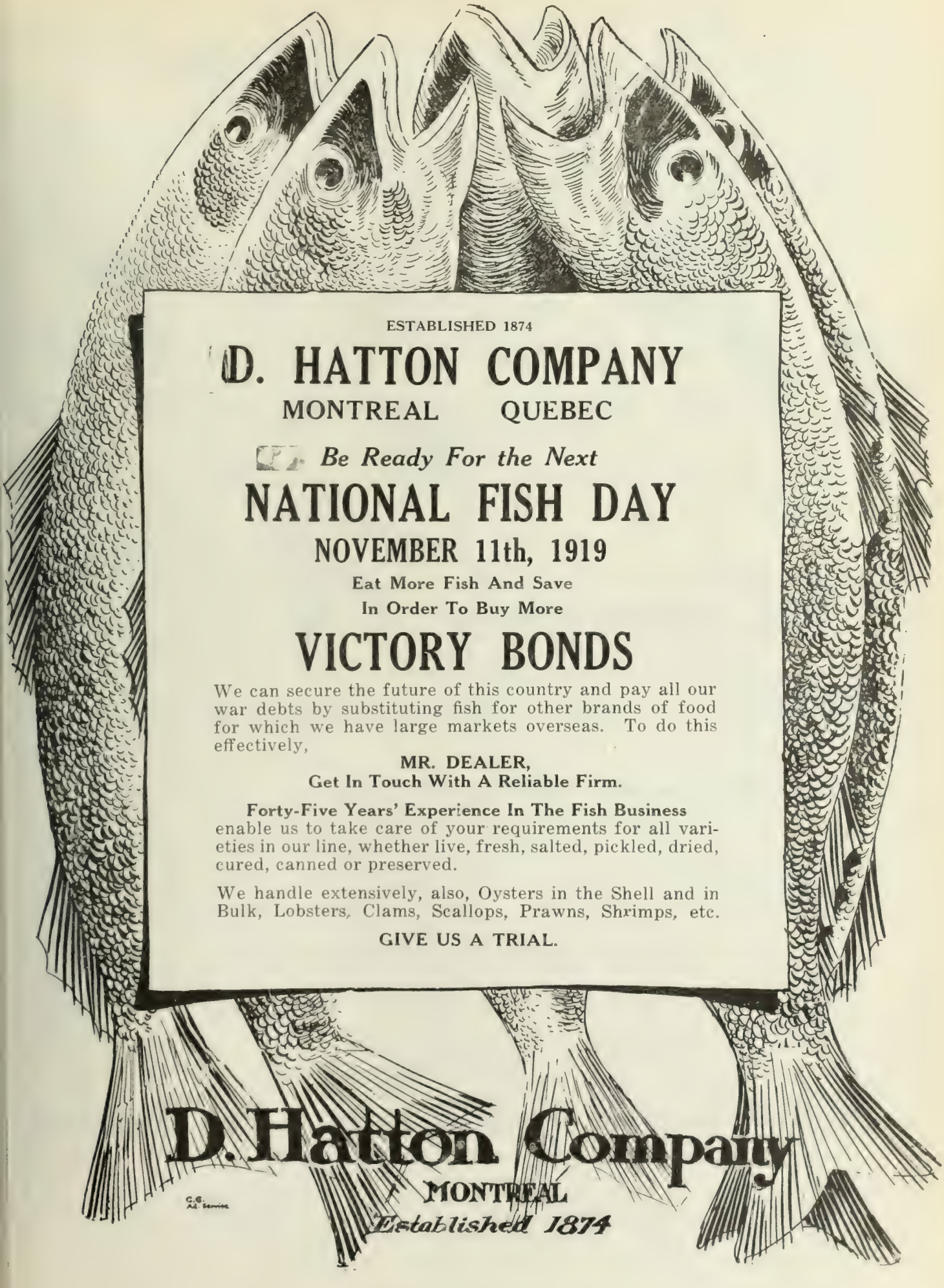
THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.
Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches
Destroys Odors



ESTABLISHED 1874

D. HATTON COMPANY

MONTREAL QUEBEC

Be Ready For the Next

NATIONAL FISH DAY

NOVEMBER 11th, 1919

Eat More Fish And Save

In Order To Buy More

VICTORY BONDS

We can secure the future of this country and pay all our war debts by substituting fish for other brands of food for which we have large markets overseas. To do this effectively,

MR. DEALER,
Get In Touch With A Reliable Firm.

Forty-Five Years' Experience In The Fish Business enable us to take care of your requirements for all varieties in our line, whether live, fresh, salted, pickled, dried, cured, canned or preserved.

We handle extensively, also, Oysters in the Shell and in Bulk, Lobsters, Clams, Scallops, Prawns, Shrimps, etc.

GIVE US A TRIAL.

D. Hatton Company

MONTREAL

Established 1874

"McCormick's Jersey Cream Sodas, please"

Every merchant knows the steady demand for McCormick's Jersey Cream Sodas.

The wide-awake merchant will stock up with goods which are in the greatest demand.

The consumer always demands quality. That is why McCormick's enjoy a national demand.

Always Crisp *Always Fresh*

The sealed package is the secret of that just-out-of-the-oven crispness. Quality goods means bigger sales.

Bigger sales mean bigger profits for the merchant.

The McCormick Manufacturing Co., Limited

LONDON - - CANADA

BRANCHES:—Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N. B.

You have doubtless read this announcement before because we have emphasized it for many years. None the less we want you to read it again and realize, if you haven't already done so, what an absolutely ideal proposition it is for you from a merchandising standpoint.

You Always Win
You Cannot Lose

OUR GUARANTEE

¶ We will gladly take back any 'SALADA' purchased from us, at any time, and

¶ We will refund you in full the purchase price.

¶ We will do this for any reason you may find necessary.

¶ We will pay the freight back on it, and as we paid the freight to you, that would leave you clear of any loss.

SALADA TEA COMPANY

We ask you—could anything be fairer?

GAZELLE

IS

THE FOREMOST BRAND IN CANADA

HUDON HEBERT & CIE LIMITED
GAZELLE
MONTREAL CAN

HUDON HEBERT & CIE LIMITED
GAZELLE
MONTREAL CAN

Hudon, Hebert & Cie, Limited

MONTREAL

Recommend Red Rose for Economy

Red Rose Tea consists chiefly of Assam teas; the richest and strongest grown. It yields an extra large number of cups to the pound. Its economy will please your customers.

Y & S STICK LICORICES

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

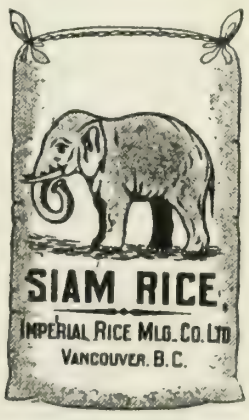
in any form.

Made in Canada by

National Licorice Company
MONTREAL

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

WESTERN CANADA

To Manufacturers:

1. We are equipped to handle big lines in a big way.
2. A Live Sales Organization.
3. Detail Specialists.
4. Quick Results.
5. Big Results.
6. Wide Distribution.
7. Responsible Representation.
8. An old-established connection with the Western trade places us in a position to offer unexcelled facilities for marketing your products.
9. We will be pleased to send you full particulars any time. Write us to-day. Your letter will receive prompt attention.

H. P. PENNOCK & CO., LIMITED

WHOLESALE GROCERY BROKERS

MANITOBA SASKATCHEWAN Head Office WINNIPEG, Manitoba ALBERTA WESTERN ONTARIO

Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.

CANADIAN GROCER

Vol. XXXIII. TORONTO, OCTOBER 31, 1919 No. 44

BOOSTING BUSINESS with a BAND

When you are tempted to think that there is not much use of stepping out of the beaten track in your locality, consider H. E. Cooke, of Forks Road, Ont.

EVERYTHING considered the progressive merchant looking for some novel ideas in trade-getting to whet the interest of his store's customers, would not be likely to cast his eyes in the direction of the cross-roads store. He would probably figure it out that even with the best intentions in the world the cross-roads storekeeper was naturally so situated that no novel ideas were likely to percolate through to him, and that certainly there wasn't much hope of him starting anything percolating out. And in this careful thinking the progressive merchant would be wrong, as witness the case of community of Forks Road, Ontario, and H. E. Cooke, its general merchant.

Now Forks Road, Ont., is not a large centre of population. The astute folk who say that "population follows the railroad" could use Forks Road as an illustration. The visitor anxious to go there will find that the nearest place they could get by rail would be Perry on the Michigan Central, some three miles away, or Dunnville, on the Grand Trunk, which is some nine miles distant. It is certainly not one of those places that by the convenience of its location fairly clamors for visitors. Moreover, the commercial bulletins, that are usually brightly optimistic on such matters, give its total population as 75. Nor is it, according to information gained from the same source, exactly a hive of industry. There are two stores: Stephen Jonas, the butcher, and H. E. Cooke, the general merchant.

You Never Can Tell

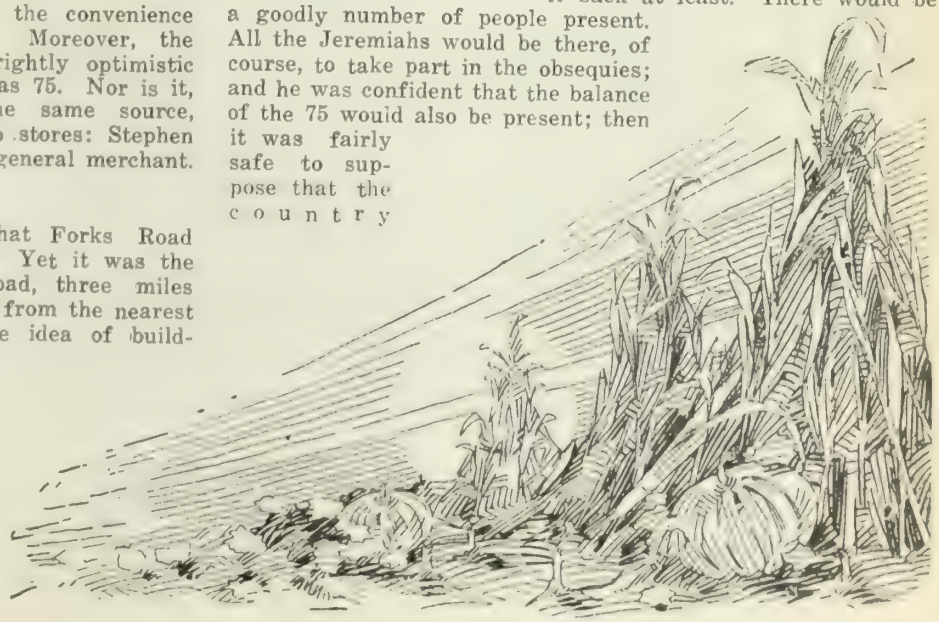
All this is by the way of suggesting that Forks Road is not a likely spot to blossom with ideas. Yet it was the general merchant of this country cross-road, three miles from the nearest railway, and nine miles from the nearest town, who developed the somewhat unique idea of building business with a band.

He suggested the idea to one or two congenial souls in that community of 75. They were kind to him, as people are to those of failing reason—but when the suggestion was spread broadcast, Jeremiahs blossomed among them like flies in summer. Those who did not mourn at these wild ideas breaking out in their midst, were overcome with unseemly merriment at the thought of the ease with which friend Cooke and his doubloons were going to be separated.

Friend Cooke, however, was firm in the conviction that it was a good move. People liked band concerts, and they like an excuse to get together, and he proposed to provide both for them and trust to luck that there would be something left over for himself. So he wrote for terms and sat back to wait with what patience he might. When the terms arrived, however, he was a little shaken, for those 26 red-clad tooters with brass instruments attached, were to stand him one hundred cold dollars for two hours' music.

The Banker Approves

To bolster up his own somewhat shaken confidence he went to town and had a talk with his banker, pointing out to him that advertising was a good thing, and that it was pretty hard for anyone located as he was to toot his own horn through the newspaper, and about the only way he could think of at the moment was to let the band do it for him. It cost a good deal without question, but he had it figured out that he would get part of it back at least. There would be a goodly number of people present. All the Jeremiahs would be there, of course, to take part in the obsequies; and he was confident that the balance of the 75 would also be present; then it was fairly safe to suppose that the country



around would provide its share. As he figured it was safe to count on 300 attending. And he reasoned that it would be a poor crowd if under the blandishments he intended to provide, it was not good for an average of 15 cents per head, which would mean forty-five dollars extra business. Put in this favorable light to the banker, the latter, while endeavoring to maintain an attitude of calm caution that is expected of a banker, thought that it might be a good venture. With this little ray of sunshine in a wilderness of gloom and levity, friend Cooke decided to take the plunge, and before he left the bank he had sent a certified cheque to cover the charges for the band, the first time in the history of this band when it had been one individual.

Making the Countryside Look Like an Epidemic

Once committed to the undertaking, he started to put it across. He had some brilliant red handbills two feet deep and a foot and a half wide with letters four inches deep calling attention to the concert. With these ready he appointed himself a committee of publicity, gave Lizzie a hearty drink of oil and gas and started out to spread the good tidings. He went here, there and everywhere for a radius of nine miles around, tooting his horn like a wildman; and every time that one of the horny-handed toilers of the district hurried out to see that the mad automobile was not pawing down the fences, he pressed one of his red nightmares into the horny palm, pulled down the gas lever till Lizzie reared like a frightened colt, and was off in a torrent of dust and noise, leaving the surprised denizen of the district to dispose of that red poster as best he might. Where no people were to be seen he tacked them with care on trees and telegraph posts and fence rails till the section appeared the centre of quarantined diphtheria epidemic. The more he exerted himself to make the affair public, the more hearty grew the amusement of the humorously minded, and the louder the wailings of the Jeremiahs. The neighborhood took it as a joke or as a folly, according as their digestion was good or bad, but no one had any real confidence that the thing could be pulled off except friend Cooke, who when he had finished adorning the countryside with his red placards, cheerfully set about the erection of a counter 50 feet long at the side of his store that in the days of the late John Barleycorn would have probably been known as a bar. This for the convenience of the expected visitors. Then he went over his stock and gathered together the articles that seemed the most likely to catch the fancy of a rural band concert crowd. After which he sent an order to the city for ice cream and soft drinks and peanuts, that must have made the eyes of the receiver bulge with astonishment.

The Great Day Dawns

At last the day arrived—a day that had been the joke of the neighborhood for weeks past, and all that remained to be done was to build a bandstand. This Mr. Cooke set about doing, ecouraged by the none too subtle jibes of the young farmers of the neighborhood, who had taken a chance on the digestion of priceless hogs by hurrying up their evening meal, so that they might not miss a moment of the pleasant task of baiting the patron of the band. The concentrated optimism of one man, however, was not without its effect, and before long, jesting and perspiring, the baiters were assisting in its erection. It seemed reasonable to them that if a man hired a band he should be able to listen to it playing to him and the neighborhood daisies from a platform, if he so desired. So in front of the store the bandstand finally took shape, illuminated with some forty lanterns from the store's stock. To add to the festive appearance the counter at the side of the store was illuminated with Chinese lanteens, while his chances for gathering a crowd was jeopardized to the extent of 18 young ladies who had been drawn from the 75 inhabitants to attend to the needs of a crowd that no one believed in but himself.

BIG BAND CONCERT
I have chartered the famous
19th Battalion Band
OF ST. CATHARINES
To Give a Two-hour Band Concert in Front of My Store
MARR'S OLD STAND
On Forks Road
Nine Miles East of Dunnville
ON THE EVENING OF
MONDAY, AUGUST 18TH
Beginning at 7 o'clock, old time; 8 o'clock new time.
Admission Free! Everybody Welcome!
Good Parking Facilities for Automobiles
H. E. COOKE,
General Merchant, Forks Road.

It would take 75 notices such as the above to equal the size of the poster actually used by Mr. Cooke.

By degrees a stray automobile or carriage tooted its way into the circle of light made by the yet deserted bandstand, to be followed by others, till finally the arrivals become so frequent that the location began to take on the appearance of a country fair; they came from Stromness, from Lowbanks, from Burnaby, from Wellandport, from Moulton, from Marshville, Cayuga, Dunnville, and a multitude of other places. Some of the visitors had driven 38 miles to be present on the occasion, so far had the rumor of his crimson epidemic spread. Not counting the 75 people whom, according to the gifted authority of Dun and Bradstreet, reside in the immediate neighborhood, there were 67 rigs and 150 automobiles, by actual count, gathered as close as they could be to that bandstand, a total of 1,200 people, the largest crowd Forks Road had ever seen. It was a gay and cheerful crowd, a favorable omen for the spending of money. Friendly jibes instead of torrid words were the rule when one car backed on another—while small dogs carried on a pleasant and sanguinary conflict among the wheels. The eighteen young ladies who had expected a pleasantly idle evening found that they had plenty to do. Ice cream melted before that crowd, like butter in an iceless refrigerator, and soft drinks disappeared like magic, leaving an army of empty bottles. But figures talk louder than words. Observe then, these figures of the destruction:

Small dogs carried on a pleasant and sanguinary conflict among the wheels.

47 gallons of ice cream.
65 pounds peanuts.
24 dozen bottles of soft drinks.
500 cigars.
1,000 cigarettes.
150 loaves of bread.

These were but a few of the special lines that had been set apart for sale. There was besides a tremendous sale of things from the store that the visitors bought because they happened to be there: of tea and sugar there was not a pound remaining after the night's gaiety. Altogether, it was a big niht, and before the band had tooted its last too, anyone present was willing to admit that he had never for a moment doubted the success of the experiment.

The Practical Results

Well, so much for the social side of the venture. What of its practical results? First and foremost, the receipts from the night's sales showed a profit that paid the expenses of the band, with a margin to the good. In other words, Mr. Cooke had the rare privilege of getting his advertising for nothing. Then there was another factor. Mr. Cooke had a goodly quantity of soft drinks and similar lines that seemed likely to remain with him till next summer. Now profit consists in not carrying such lines indefinitely, and they were not carried. When the last of the automobiles left the Cooke store was as dry as central Sahara.

An Effective Introduction

Thirdly, Mr. Cooke was a comparative stranger to the section, having taken over the store on the previous February. Half, probably more than half the people in that section had never seen or heard of him. Now he is known throughout the section as the man who gave the band concert. Incidents of this nature are not numerous, and the remembrance for that reason will gain an element of permanency. For weeks after people whom he had never formerly seen were dropping in to see the novel form of adventurer who provided concerts for his customers, and many of them have become customers.

"If it had cost one hundred cold dollars out and out," says Mr. Cooke, "it

would have been worth it to me as advertising. As it didn't, I am just that much more in pocket."

Now this gives one sidelight on Mr. Cooke's methods. He is ready to back his own judgment, and his judgment has behind it a courage that enables him to break new trails. Last summer he decided to add an ice cream parlor to his store. Of course, there was much scoffing at the idea, as even suppose that everyone in the neighborhood suddenly acquired an ice cream habit, it would hardly have resulted in brisk business.

Doing What Was Not Done Before

No one had ever done it before, and at Forks Road as at many another place that is a good and sufficient reason why no one should ever do it. Mr. Cooke, however, argued that his store was on the straight road from Fort Erie to Dunnville, and that there were plenty of thirsty travellers who would be glad enough to stop their cars fo a moment. Anyway, the ayes had it, and he started in the ice cream business. The outside storehouse was turned into an ice cream parlor, and a sign was hung out on the road to arrest the thirsty, and a quart or so of ice cream was ordered. According to the local prognostications that ice cream should be there yet in a more or less bad state of repair. As a matter of fact it disappeared very shortly after it arrived, and the order was increased, a thing that happened regularly all through the summer. It was a good trade. not only in ice cream and associated lines, but in cigars and cigarettes, and candies as well. Candies, in fact, had a good sale; not cheap stuff either, 70 cents a pound was about the average, and there was a very substantial sale of it.

A Personal Creed

Mr. Cooke has a little creed of his own, and it runs something like this: "I can sell anything that I can afford to get behind and push, but I can't afford to get behind it unless I know it is good."

By way of evidence, he tells this incident, that gives a sidelight on his selling methods.

"I dropped into my wholesalers a little while ago and I noticed some Alaska red salmon. 'I'll have some of that,' I said. 'Better send me five cases.'"

"'You can't sell that in your place,' said the wholesaler. 'Do you know that will have to retail at 60 cents a tin.'

"'All right,' said I, 'send her along, I'll look after it.'

"The evening after it arrived there were about twenty men sitting around the store talking, and I suggested that they take home a tin of this salmon.

"'What's the damage?' they said.

"When I said 60 cents, they had a lot to say about me, and very little of it was complimentary.

"'It's good stuff. I said, and you don't have to take my word for it.'

"I opened a tin and turned the salmon out on a plate, and threw out a box of soda biscuits. Then I put 70 cents in the till.

"'Try it for yourself,' I said.

"Well they tucked in, and before they left the store I had sold a case, and before the week was out I had cleaned out the lot."

Or take another illustration. Mr. Cooke sells two brands of flour, and he believes in them, and sells them with all the emphasis of that belief behind them. On one Monday he sold a ton of flour with never a cut price, for Mr. Cooke doesn't do his pushing business with cut prices. These instances will give some idea of the merchandising methods to be found in a cross roads' store, proving to a conclusion that wisdom and pep and progressiveness has not necessarily ended with the efforts of the large city stores.

Making the Sale of Soap Show Profits

Hugh Malcolmson, Chatham, Ont., Has Made the Sale of Toilet Soap a Real Factor in the Business

WHAT can be done in the way of developing soap sales has been proved recently by Hugh Malcolmson, of Chatham, Ont. With a great many grocers soap is not an article that is given much attention, and it is Mr. Malcolmson's theory that it is a thing that cannot be disposed of without directing some special effort to its sale. For a long time in his own store toilet soaps were not selling in as great a volume as he desired, and he decided that some method had to be devised to get them moving. On the occasion of a recent visit of a representative of CANADIAN GROCER to Chatham, Mr. Malcolmson discussed with him his methods and results in increasing soap business. For some weeks past he has been devoting considerable attention to this matter, and the showing to date is ample evidence of what can be done in this regard.

Soap Must Be Displayed

"Toilet soap is one of the things you cannot sell without displaying," Mr. Malcolmson remarked, "My theory is druggists have no particular monopoly on the sale of soap any more than the grocer. In fact I think the grocer comes in more direct contact with the householder than the druggist and therefore soap should be an active selling line in every grocery store. I decided a few weeks ago that it could be made such, and by the inauguration of special sales every Friday, by way of introduction, I have greatly increased the turnover in soap, and believe I have commenced what is going to be a permanently active business in it."

Stock Should Turn Monthly

It is Mr. Malcolmson's idea that a grocer should turn over his whole stock once a month. He considers it a safe axiom to follow that no grocer should handle anything that he cannot get rid of within a period of thirty days. It is not a policy with the Malcolmson store to keep anything hanging on from month to month. The entire stock must be kept moving if proper methods of progressive business are to be adhered to. Consequently, soap should be no exception to this rule, and, with the aid of these special sales, Mr. Malcolmson sold his entire supply of soaps in the specified time.

As an effective help, he had an attractive window display, and all goods were marked with the price. In his regular space in the daily newspaper he also advertised these sales.

Five Gross in Three Days

Display, advertising and attention to selling, will accomplish a great deal, and in Mr. Malcolmson's particular experience the results were far from disappointing. "I sold five gross of one toilet soap in three days, and on another occasion I disposed of three hundred bars of Castile soap," he told CANADIAN GROCER. These toilet soaps are also displayed in a silent salesman, prominently situated in the store, but Mr. Malcolmson maintains that this is not sufficient to induce people to buy the soap. A special drive, as he termed it, was necessary.

It is not intended that this greatly enhanced sale of toilet soaps shall be

(Continued on page 151)

Going Gunning

For Mail Order House Business

Markham & Cheavins, Virden, Man., have increased their business 100 per cent. in a few months. They have done it by going after business with a gun, by attacking outside competition on its own field, the home.

Why the farmer distrusts the town store, why he deals with the mail order house, and how his business can be regained. These are points discussed in this story.

THERE is a firm of grocers at Virden, Man., who have solved the problem of combating out of town trade, not only in so far as the mail order houses are concerned, but in connection with certain Winnipeg and Eastern Canada firms who send their representatives into the field to take business away from the legitimate retail trade.

The discovery of how to combat this outside competition resulted in increasing their business 100 per cent. in a few months. It has enabled them to dispose of a car of sugar in a couple of weeks, and a ton of tea since the first of the year. It has also won for them a host of friends, and given a very black eye to the catalogue houses.

The firm which has accomplished these results is that of Markham and Cheavins. They are both young men. Mr. Markham established the business about one year ago, and this spring took Mr. Cheavins into partnership in order that he might be free to carry out his schemes.

Briefly, he takes a car and goes after business with a gun. That is to say, with a determination to attack outside competition in its own field, the home. He goes direct to the farmers in the vicinity, spending on an average four days on the road every week. He carries with him the catalogues of the mail order houses, and he undertakes to demonstrate that he can undersell these houses for cash. He has demonstrated that it pays him to give close prices for quantity orders, and the beauty of it all is that it is a clean business, cash with order, while at the same time he is educating the community to the fact that they do not have to send away for goods, when they can reach for the telephone and get them just as cheap from the home town, and with a great deal more speed.

In taking his orders, Mr. Markham undertakes to pay freight to the nearest railway depot or siding if they are for over $50, while under that amount the customer pays the freight. In any event the freight would have had to be paid from the mail order house, and at a considerably higher rate.

This live grocer, who by the way is a man of engaging personality, states that he finds no difficulty in securing orders ranging from $25 to $60, and this too from people who were in the habit of buying small quantities from the stores in town. The bulk order is really one of the benefits of their experience with the Winnipeg firms.

Mr. Markham states that seventy-five per cent. of the people from whom he gets business, were formerly mail order customers.

On the day that the representative of CANADIAN GROCER visited Virden, it was impossible to see Mr. Markham, because he was on one of his daily trips to the country. He arrived home shortly after 9 o'clock, full of vim and enthusiasm after an unusually successful day, and was interviewed in his home.

The Way to Get Business Was to Go After It

"What really started me on my visits to the farmers," he said, "was the feeling of exasperation I had at seeing good business taken from right under my nose by these outside firms. I found that I was not only bucking up against the mail order houses, but that an alleged wholesale house in Winnipeg had a canvasser in my territory telling the farmer that he could save him 20 per cent. on his grocery bill by giving him wholesale prices. They offered sugar as a lead, quoting $10.89, but making up for it on other items. Another Winnipeg firm had maintained an agent in town for upwards of two years. He too, represented to the farmers that he could quote them wholesale prices, and he too specialized on sugar. I finally came to the conclusion in April this year that the only way to get after this business was to go right out and get it.

Could Talk Better in the Home

"Often I had argued with farmers on the futility of sending away for groceries when they could get them at home for the same prices if they would give the merchant say, a $60 order the same as sent to Winnipeg. When they were in the store it seemed to be impossible to argue with them, but one of the first important things I discovered was that you could talk with them, and convince them in their own homes. The psychology of this I cannot understand.

"However, I started out one day after business, and before nightfall, had closed up the biggest business I have done in any one day since. I wondered that I had never thought of that before. In the Old Country, where I came from, the great bulk of the business was done by going out after it, and everybody knows that the modern city grocer has his order clerks who go out and solicit among his customers, even going out to distant suburbs, and to summer resorts in season. Why, I am told that in the suburbs of Vancouver, B. C., the order clerks invade the next suburb, or perhaps do their greatest business by taking orders in a near-by town.

Was Well Received

"I felt a little timid about starting out at first, but in fact I found that I received a very pleasant reception everywhere I went. I verily believe that the people out on the lonesome farms like to have a stranger drive up in his car and have a little visit with them. It requires, however, some straight business talk to land an order. In other words, you must 'sell' your customer. You must coax the farm wife along to let you quote her prices, and to give your store a trial. Then the next thing is to get a check from friend husband, who is usually to be found working out in the fields. For this purpose I carry along a portfolio with blank checks on all the local banks.

Mr. Markham states that seventy five per cent. of the people from whom he gets business were formerly mail order customers.

"In at least five or six cases I have visited homes while the farmer's wife was in the act of making out an order to the mail order house. In every instance I have landed the order. I ran across just such a case to-day, where the order on the Winnipeg store amounted to $200. About $60 of that amount was for groceries and I got the order. If I had been conducting a general store I think I could have got the rest of the order.

A Reason for Rural Distrust

"One thing that I have found in my canvassing is that a certain feeling of distrust has been created on the part of the farmers, by a knowledge of the fact that town stores charged them the same prices when they paid CASH as they charged the man who only paid once a year. Then again they feel that they are being made the victims of the credit system by merchants in country towns adding surreptitiously to their bill what he lost in bad accounts.

"By going direct to the farmers I am constantly making new friends, and my campaign is something in the nature of an education to the farmers who were possessed of the idea that the country store could not compete with the big city establishment. We have found that people from whom I have received orders voluntarily telephone future orders to the store, in fact I urge upon them to do this.

"I am one of those who believe that a system of rural delivery will soon be in vogue all over the country, and I am told that Brown's departmental store in Portage la Prairie, already deliver within a radius of 25 miles. And why should not this be? In town if a citizen buys fifty cents' worth of goods we deliver them right to his door, why then should we not deliver $50 worth to the farmer, especially in his busy season? It is service like this that will enable merchants to combat out of town trade, and it should be no great hardship in these days of automobiles and motor trucks.

The Effect of the Automobile

"And talking about automobiles, a country customer told me something the other day that opened my eyes when he said that motor cars were spoiling the farmer for town trade and giving them the mail order habit. I asked him how this was. 'Well,' he said, 'they get used to rolling into town in their cars in the summer time to do business, and when the snow comes it seems too great a hardship to hitch up to a sleigh and make the long cold trip to town, so they reach for an order blank on a city house. They become accustomed to order in large quantities and when summer rolls around again, they have acquired the habit of doing this.'

"You can imagine what success I have had with my country canvass when I tell you that I disposed of a carload of sugar in a single week in this manner principally. I have proven to my own satisfaction that I can sell sugar retail in carload lots as cheap as I can buy through the jobber. In the case of my first car, which arrived on May 24, I disposed of it to about 200 farmers, most of my orders being taken in advance when I concentrated on sugar. We of course sold considerable quantities to city people.

"I also buy tea in considerable quantities in order to compete with the representative of a tea firm which has been located here for the past 15 years, during which he has constantly canvassed the farmers. I can easily undersell him because he must pay freight charges from the Pacific Coast to Ontario, and then back to Manitoba. I figure that I have sold about one ton of tea since the first of the year.

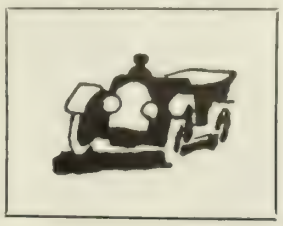
"Up to the present time we have kept no check on the amount of business we are doing by the straight canvass method, but in the future we intend to keep separate accounts in order to ascertain just what this business is netting us. All of our operations are conducted on a basis of cash or monthly accounts. I was previously in the confectionery business in Virden for five years."

In conclusion, Mr. Markham said that the great trouble with Western merchants was that they were content to sit still and let the other fellow take the business away from them. He cited the case of one of the Winnipeg firms personally represented in the district, which pooled the orders it received from individual farmers and sent them in carload lots to the nearest railway depot. Every live method was being adopted to secure the business. The day is past, he believes, when the country merchant can wait for business to come to him. With the increasing population of the West, and increasing competition in business, it behooves him to get right out and get the trade. If he does not do so the chances are that he will drift along and get rusty, whereas the live wire develops enthusiasm and aggressiveness. If he only realized it the country merchant has the inside track; all that he requires is a little more speed to give his dust to his friends the outside traders.

And talking about automobiles, a country customer told me something the other day that opened my eyes when he told me that the motor car was spoiling the farmer for town trade and giving him the mail order habit.

They get used to rolling into town in their cars in the summer time to do business, and when the snow comes it seems a great hardship to hitch up a sleigh and make a long cold trip to town, so they reach for an order blank on a city house.

If he only realized it, the country merchant has the inside track. All he requires is a little more speed to give his dust to his friend, the outside trader.



CARING FOR BANANAS

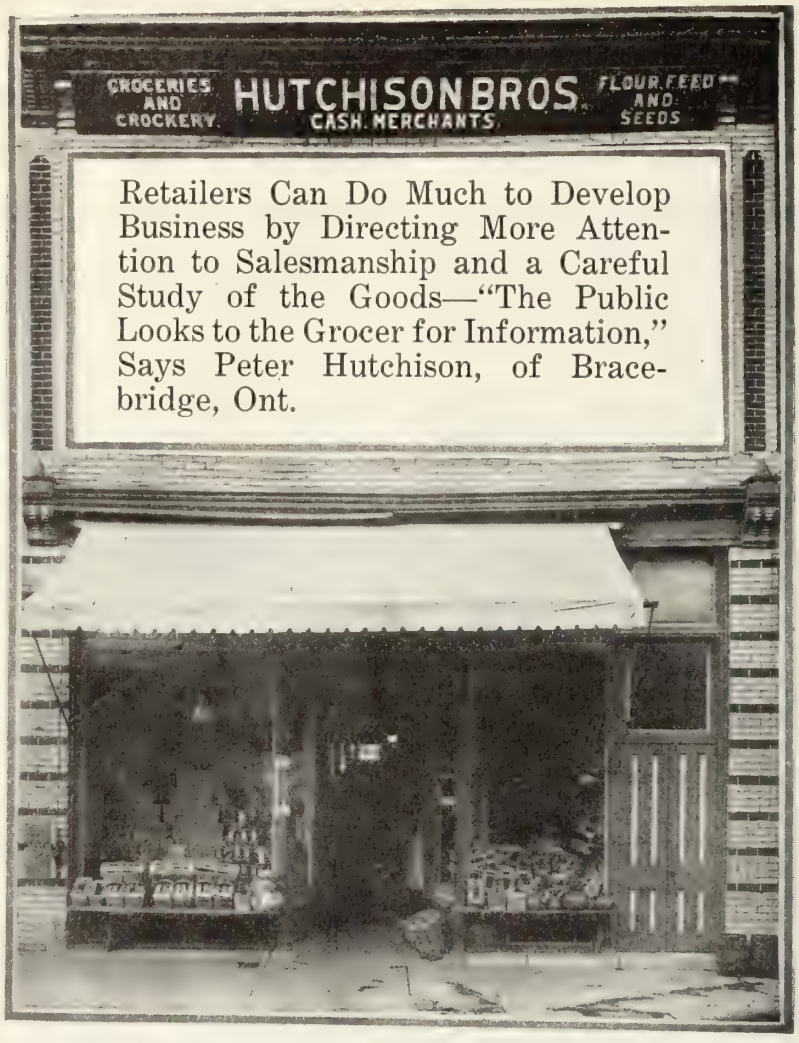
Bananas are delicate. If waste is to be minimized they must be handled with care.

Bananas should never be exposed to cold to a greater degree than 60 above unless they are thoroughly ripened. The reason for this is that the fruit if so exposed would become chilled in the narrow neck that connects the "finger to the hand" on the stem. The effect of this chilling would be to stop the circulation of the life-giving "sap" from the stem to the finger, thereby preventing the proper ripening of the banana. The banana is a tropical fruit and naturally when it is ripening must have warmth.

When the fruit is thoroughly ripened on the stem the "hands" should be cut off close to the stem and be displayed so as to show the smooth inside rather than the bruised outside fruit. If the skin of a banana has not been torn, it is germ proof and therefore entirely sanitary.

So if the fruit is kept warm enough at all times the dealer will have it in the best possible condition regardless of other surrounding circumstances. Where stores are fairly warm during the day and get cold at night it is a good practice to put a paper or burlap bag over the stem as it may be hanging in the store. This also applies to unripe fruit.

Too Many Grocers Are Just Machines



Exterior of the Hutchison Bros. store, Bracebridge, Ont.

Retailers Can Do Much to Develop Business by Directing More Attention to Salesmanship and a Careful Study of the Goods—"The Public Looks to the Grocer for Information," Says Peter Hutchison, of Bracebridge, Ont.

THAT there is a great field for the development of the selling side of the average grocer and grocery clerk, there seems to be no doubt, as there are too many who are content to be simply distributors of goods, without any attempt at really selling articles. "Too many grocers are mere machines," stated Peter Hutchison of Bracebridge, to CANADIAN GROCER, in the course of a recent interview. "They are just handing out packages of goods, and the regular lines that are every day asked for, never availing themselves of innumerable opportunities to increase their sales by direct talks to their customers. The public looks to the grocer for information about new lines of foodstuffs, and the various products that are constantly coming on the market. We should be the real educators of the people in this regard, but a great number of retail grocers are obstacles in their own progress, because of their failure to actually sell the public. It is astonishing how readily people will buy goods on the merest suggestion from the grocer. Nine cases out of ten, they will buy when they had no intention of doing so when they entered the store."

Instruct the Clerk

Mr. Hutchison has had long experience in the selling of groceries, and a great deal of success at different times, in getting his public to buy certain lines of goods. He believes that every clerk should be properly instructed as to the merits of various products, as to how they should talk them up to the people, and impressed with just what is expected of them in the way of sales. "The average woman coming into the store looks to the clerk for information," Mr. Hutchison added, "and if she is a regular customer, she has confidence in that salesman. I think there is a great deal of money to be made if the grocer would only give attention to these facts. I have found it in my own experience, that suggesting and talking up an article has invariably meant a sale."

Advertising and Selling Count

Mr. Hutchison has been in business in Bracebridge for a period of thirty years. Last year his turnover was approximately $78,000. He attributes his success not alone to good service, but to advertising, and strict attention to the development of his own selling ability, and that of his staff. His business shows rapid expansion, and to these factors in the conduct of it, he owes a great deal. "When a traveller comes into my store," he states, "and shows me a new article that he is offering for the first time, I carefully consider it from all angles before I decide to stock it. I weigh all its merits and possibilities of taking with the public. With all a retailer's careful watching of his stock, he is apt, at some time, to get a line that is a very poor seller, and he finds it staying on his shelves. But if a grocer has confidence in that article, even though it is a slow seller at first, he can usually get it moving, by directing some attention to it, and talking it up with his customers. On the other hand, if he has not faith in it, he should have exercised more forethought, at the time of purchase."

Careful Study of Markets

These are ideas that Mr. Hutchinson has given some thought to, in his own store, and he has found that a careful scrutiny of stock frequently, and sane judgment in buying, will save a grocer a good many dollars. "In these days of rapid price changes, in grocery commodities," Mr. Hutchison added, "I think both the grocer and his staff should know something about both purchasing and selling." Mr. Hutchison studies market conditions very carefully, and because of this fact, during the war, and since, he has been able to give his clients unrivalled values. He carries a stock estimated at $16,000, and because of his vigilance on market conditions he has now goods that in very few places can be obtained. Just in this regard, Mr. Hutchison remarked to CANADIAN GROCER that he believed that the merchants in the grocery trade had treated the public very fairly during the war, and he was sure there was very little advantage taken of the people in the way of unjustly enhancing prices, because of market conditions.

First Prize For Tea Sales

In the way of increasing sales by talking up certain goods to customers, the Hutchison store has had some success of which they are rightly proud. In conjunction with properly conducted salesmanship, Mr. Hutchison also lays great stress on newspaper advertising. Some little time ago a tea firm put on a contest to see which merchant could sell most tea. For two years in succession, the store won the first prize offered, for the largest sales of this particular brand of tea. In the first year that Mr. Hutchison captured the prize, he sold three tons of it. "It was only by advertising and talking it up that I was able to do this," he remarked. "That tea is now permanently a big seller, and every year I have repeat orders from American tourists, for large amounts. They will have no other brand. I created a sale for this tea, when it had no particular call, and in the work of doing so, my clerks and I talked this tea to every customer, who came into the store. This is proof positive of what can be done in the way of selling, and what is true in this instance is only typical of a great many other articles."

Interior of the spacious Hutchison Bros.' store, Huntsville, Ont., showing the effective use made of display tables and other means of display.

Letting the Customers Sell Themselves

"DO you know why white women are willing to deal with Chinamen?" demanded W. F. Stoffard, Granville Street grocer, Vancouver, when a representative of CANADIAN GROCER called on him. "Well," he said, "it's because for some unaccountable reason women like to handle whatever takes their eye, and the Chinese, knowing their weakness, just let them pick out their own vegetables, sort out for themselves a dozen of pears, and feel the weight of the various cans of milk and have their own way generally. Now you know most white grocers, unlike the Chinese merchants, have their goods neatly arranged on the shelves, or in a certain way in the window or displayed on the counter, and they are inclined to resent any fussy person coming and fussing things up.

Like the Chance to Bargain

"Then besides, although not always the case, a good many housewives rather imagine that they can drive a good bargain, and that the Chinaman will sell for less than he asks at first; he won't. But they seem to enjoy the haggling with him."

Meeting the Oriental at His Own Game

"Can you meet them and beat them at their game?" Mr. Stoffard was asked.

"Can you also appeal to the thrifty housewife's weakness for pawing around among your groceries?" "Sure," said Mr. Stoffard, "and that's what I've done and it's making increased sales." He drew attention to several tables that were dressed roughly with a varied assortment of mostly fancy grocery specialties. In order to put in these tables Mr. Stoffard had to remove the conventional counter that had formerly kept the customers in the middle of the store. Besides giving more room, it permitted the customers to wander around more, and gave them chance to give the articles on the tables "the once-over"; it also brought the customer up to the fancy biscuit rack, and Mr. Stoffard said that since the change his biscuit business had more than doubled. He now is a firm believer in the power of suggestion—the best suggestion being the article itself. The Woolworth 15-cent store idea applied to the grocery trade.

Letting the Customers Sell Themselves

"We make it a practice," said Mr. Stoffard, "to not interfere with a customer, ask her questions, or approach her at all, as long as she's cruising around among those tables of silent suggestions; but one can readily see when attention is required, and be ready to take the order.

I have my own bags printed and sell my own teas and coffees—it's a profitable department—it gets the repeats. Anything the grocer is interested in—he finds it easy to increase the volume of sales. He may be interested in the extra profit of some line or he may just be fond of the article himself. For instance— I sell quite a lot of canned trout; I built up the trade for them myself—Why?—because I am very fond of the canned trout myself—and it's easy to recommend it.

"Silence is golden, you know."

"Well, I don't know about silence being golden, but I've heard of people making money out of a still."—Boston Transcript.

Eight Aids to Fruit Sales

The McLean Grocery, Moose Jaw, Makes Fruit Sales Mainstay of Business

THERE is a firm of grocers in Moose Jaw, Sask., located far up the main street and out of the beaten path of trade which has become recognized as the distributor for the greater volume of fruit that comes into this city. It bears out in its system the truth of the old adage which is something to the effect that if you give the public what it wants, even if you are located in a wilderness, it will make a beaten path to your door.

This firm, which is known as the McLean Grocery Company, has educated the public by display advertisements in the newspapers containing the personal note, by window displays and by the faithfulness of its service that it is the fruit centre of Moose Jaw. It has achieved much the same position in this regard as a newspaper which has become the established medium for classified advertising. It announces in the sign over its door that it is a specialist in fruit. Moreover, it does not specialize for a few weeks in midsummer like the ordinary grocery store, but consistently and persistently throughout the year, and furthermore, it handles fruit by the case and half case, even in the winter time, when oranges and grapefruit are sold in large quantities in this manner.

Fruit Can Be Sold in Bulk

The McLean Company has made the discovery that fruit can be sold in bulk just as easily as in small quantities, even as a famous chewing gum company made the same discovery, and increased its sales tremendously by the slogan: "Buy It By the Box."

In midsummer, especially, its "Fruit Bulletins" have come to be watched as closely by the housewife as a farmer watches Foster's weather bulletins. These bulletins, inserted in the form of large display advertisements in the local newspapers, have come to be looked upon as absolutely reliable as indicating when preserving fruits of various kinds have reached their lowest prices, or as indicating the opening or close of the season for strawberries, raspberries, etc. For instance, a McLean bulletin last season announced the "Last Call on Plums." Then followed the statement: "Our B. C. shipper has notified us that the last shipment of plums has left, so get busy and do your preserving now" Then followed a schedule of prices with the final announcement: "Our direct to you system enables you to save money on your fruit."

Another announcement read: "Bartlett pears are practically over; a few cases left at per case———. Just received a shipment of Crawford peaches. This is the last shipment we expect at per crate ———.

Here is a specimen of the bulletins advertised on Friday, June 20, this year: "Florida pines are the best for preserving. This is your last chance to get in on this popular fruit. Send us your order for the week-end. Gooseberries for your next week-end pie, pint boxes—$4.50 for 24 boxes. Our shipper in British Columbia writes: "Am shipping strawberries next week. The prices will be right, as they are direct from the grower.' "

Tipping Off the Customer

It is this latter intimate touch that goes home. J. W. Hanley, proprietor of the store, has come to assume that his large clientele are depending upon him for reliable information, and he is constantly tipping them off as to what fruit is coming on the market. A woman likes to have this information for she can prepare her plans well in advance. She must plan for additional financial outlay of buying fruit by the case, she must wash and get ready her fruit jars, and plan her work and appointments for the coming week so as to give one day to putting down fruit. Apart from all this a woman likes to have first choice on newly arrived fruit, purchase it while it is fresh from the refrigerator cars, and in this way make the most of her purchase.

Pooling Orders By Farmers

Accordingly when the announcement is made of a new fruit shipment on the way, the McLean telephone is kept ringing with orders not only from city folk but from farmers, many of them living from 20 to 30 miles out of town. Orders come in also from the smaller communities around Moose Jaw. In the case of the farmers and the smaller towns, purchasers are in the habit of pooling their

The MacLean Grocery, Moose Jaw, Sask., has made a big business for itself out of special emphasis laid on fruit. Here are some of the methods adopted in stressing these sales:

1. **Keeping the customer informed on the market.**
2. **Pooling country orders to save express charges.**
3. **Visiting the farmer and getting orders in advance.**
4. **Getting standing orders by developing confidence.**
5. **Giving clerks a bonus for selling by box.**
6. **Quoting prices on case and half cases in all ads.**
7. **Specializing in fruit in all window displays.**
8. **Using cotton streamers to announce fresh arrivals.**

Finds That Business Can Be Built Most Readily By Using Fruit As Leader

The McLean Grocery Co. store, Moose Jaw, Sask.

A glimpse in the interior of the McLean Grocery, Moose Jaw, Sask., showing the neat arrangement of the stock, and the effective use made of special display tables to call novelty lines to the attention of the customer.

orders so that they can obtain the lowest express rate. To ship one crate costs 35 cents, while to ship one hundred pounds under the produce rate costs the same amount.

Mr. Hanley says that last year when raspberries was one of the biggest lines he carried, he was always booked ahead. Sometimes he gets in as many as from 15 to 30 cases of raspberries a day in addition to other fruit, but when the market reaches its top form and fruit is most abundant, he urges his customers by advertising, window displays, and by the use of telephone, that the fruit is as cheap as it will be, and that for their benefit he is ordering 50 cases a day for a few days. Mr. Hanley has discovered that people so rely on his judgment that they have come to wait for these announcements, when there is invariably a rush of orders that keeps the store cleared out.

Last year he handled as many as 333 cases of blueberries during a short season. He very modestly admits that it requires a little finesse to measure the local market, but that experience soon solves this problem. Fruit, he says, is a thing that either pushes itself out the front door or out of the back door. It cannot be kept in stock, what must be established, therefore, is the confidence and co-operation of the public.

Going After the Fruit Business

In order to further develop this co-operation, Mr. Hanley jumps into his car when the store closes Wednesday afternoon during the summer months and makes a personal visit to his farmer friends so as to book orders in advance for fruit. Last year he visited Stony Beach, a summer resort, with such good results that already he is receiving advance orders from this point for strawberries and raspberries. It is remarkable, he says, how an idea spreads. The fact that he assumes himself a specialist in fruit, and uses every means to advertise the fact, has resulted in largely creating the impression that he is the official fruit distributor of Moose Jaw. When by his live methods he invariably delivers fresh, firm fruit into the homes, the housewife is so pleased that she tells her neighbor, and so the system brings its own reward. So great is the confidence of buyers that Mr. Hanley receives every year a number of standing orders for fruit delivery at a time when in his judgment the market is at its best and prices lowest. These customers know from past experience that the prices will be right.

Bonuses Clerks Who Sell Apples by the Box

In the fall of the year when the apple season is on, this firm, true to its all-the-year-round policy, specializes in apples. Last year a carload of apples were brought in at the beginning of the season, and the public was apprised of the fact well in advance by eight column advertisements across the bottom of the local news paper of the home papers. These advertisement read something like this: "On the way, a carload of delicious B. C. apples." Then followed details of varieties and prices. with the added announcement that a discount of five per cent. would be given for purchasers of five boxes or more. In every case Mr. Hanley selected the best sellers and the best sizes, and in order to push the sale, offered his clerks a bonus of 10 cents for every box they sold.

One of the most effective methods of advertising this sale of apples was to place a cotton sign full across the store announcing that a car of apples had just arrived to be cleared out at prices indicated

In the first half week over 300 boxes were sold. There followed immediately the ordering of another carload which was advertised in much the same way as the first one, and in the whole season 2,500 boxes of apples were sold. This was the first year that the firm went after the apple business extensively, and Mr. Hanley stated that now having gauged the market, he will have no hesitancy in ordering large quantities this fall

Advertises Oranges by Box and Half Box

In the winter months the McLean Grocery Co. handles on the average 10 cases of oranges a week. It also handles large quantities of grape-fruit and lemons, making big window displays, the windows being kept clear of frost by the aid of electric fans. Newspaper advertisements quote prices by the case and half case. Mr. Hanley explained that the most saleable oranges are those coming in the 216 and 176 sizes, while those coming in the 100 and 126 sizes are much harder to dispose of. These are the oranges of larger size, and on one occasion last winter when he was loaded up with them, he disposed of 25 cases by disposing of them at the rate of $4 per half case. This was done largely by advertising and window displays. Dur-

Fruit Bulletin at the Sanitary Store
Blueberries and Blackberries ... Book your orders
Apples: Yes, you will eventually buy your Apples from us, why not have a box today. We hav... est selection in t...
Listen: In our South ... Wagners, Rome ... burgs, Aitken R... ter Bananas. Ar... $3.00.
Oranges 60c per doz. Grape Fruit 10...
McLEAN GROCERY
The Sanitary Store
632 MAIN ST. N.
Phones 374 - 511 J W Hanley
Apples have advanced in price during the last week. Our price is still the same. Get a box today.
Canadian Food Control License No. 8-3143
APRICOT WEEK
Now is the tim... shipment direc...
but still have a
There's a Reason
...nt is Working Overtime to Keep up with ... Then again our Direct to You, which ...ns Better Service.
...o buy
...es Blackberries
Cherries
Gooseberries
...ood Service
It's Too Hot to Have Hot Dinners
Have a look at our Cooked Meat Dept. Everything to make a really tasty lunch.
...ARY STORE
McLEAN GROCERY
Phones 374 - 511 632 Main St. N.
J. W. HANLEY, Prop.
CANADA FOOD BOARD
LICENSE No. 8-3143
Over 500 Boxes of Apples in 3 Weeks
That's the way we are selling APPLES, and now our Second Car of APPLES has arrived containing all the Best Varieties NOTE: We give 5% OFF on Five Boxes There's a Reason. Quality Counts, that's why we sell APPLES.
No 1 Spys $3.65 | No. 1 Spitzenberg $3.25 | No 1 Wagner $3.25 | No 1 Rome Beauty $3.00 | No 1 Golden Russett $3.00 | No 1 Dehcrous $4.25
No 2 Spys $3.45 | No. 2 Spitzenberg $3.00 | No 2 Wagner $3.00 | No 2 Rome Beauty $2.85 | No 2 Golden Russet $2.85 | A Limited Quantity of No 3 APPLES Not Wrapped at $2.50 While They Last
McLEAN GROCERY
PHONES 374-511 632 MAIN ST THE SANITARY STORE J. W. HANLEY, Prop
Canadian Food Control License No. 8-3143

Here are five advertisements of the McLean Grocery showing the persistent and emphatic way in which fruit is kept before the buying public.

ing the heat of the summer lemons are disposed of at the rate of a case a day.

One must see the McLean windows to realize the pulling power of these displays. Harold Crone is the window dresser for the store, and his ability in this regard is proven by the fact that he won second prize in the window dressing contest staged by CANADIAN GROCER this spring. A photograph of this prize-winning display of fruit appeared in the special spring edition. Fruit is the main thing shown in these windows the year round, and Mr. Crone has found that the most effective method of displaying the fruit is to dress the window with the luscious eatables neatly packed in the tops of cheese boxes. A fine showing can be made in this manner with the use of very little fruit. In these window displays the window dresser utilizes all the posters and designs supplied by the fruit shippers, and in addition he has become by long practice an expert sign writer. A sample of his work is shown in the accompanying picture, which shows the inviting sign over a crate of strawberries.

Fruit is also displayed in the interior of the store by a series of bins running down the left hand side. These are kept constantly filled. A large quantity of small fruits are sold for table use.

Helps Sale of Vegetables

From the handling of fruit Mr. Hanley has developed his business to the handling of vast quantities of vegetables. He had an admirable basement for the storage of vegetables, with the floor and walls of concrete, and here the vegetables are stored in piles with wooden "chimneys" let down into them in order to keep air circulating. There is no fire in this basement, and the temperature is kept close to freezing point. Potatoes are piled in the rear of the basement, but not within 20 feet of the rear wall, where a window is located. A wooden partition is put up at this distance from the rear. The potatoes, by the way, are dropped into this bin through a hole in the floor of the store.

Last year the store laid in 1,500 bushels of potatoes, 3 tons of cabbage, 4 tons of turnips, 4 tons of carrots and 2 tons of parsnips. In no case were these vegetables taken in trade. Instead, they were purchased at a low price for cash and yielded big profits during the winter and spring months. The first movement of these vegetables took place in the fall when special prices were offered in bushel lots and an elaborate window display made. The vegetables came through the winter in excellent shape.

The McLean Grocery Co. has specialized in fruits and vegetables for the past three years, and has made a signal success of the business, despite the fact that it is up against the competition of numerous fruit and confectionery stores, all of which keep open for every evening in the week.

The business is conducted without a loss, for where there is any danger of fruit spoiling it is at once converted into jam by the store and sells in preference to imported jams during the winter months. Fruits that cannot be made into jam are canned.

Mr. Hanley emphasises the fact that original methods of advertising have been largely responsible for his success. Instead of using the stereotyped style of display announcements, he literally talks to people through his ads the same as if he had them on the telephone. His advertisements are attractive and readable. Moreover, they are convincing and pull the trade.

AN illustration of the way the McLean Grocery gives point to their sales of fruit. Here is a prominent display of fruit used to catch the customers' attention, while a neatly worded card with a telling illustration representing a strawberry shortcake gives point to the suggestion, "Why Not Buy a Case?"

BOOSTING MONDAY'S TRADE

The R. McGregor Co., Ottawa, Offset the Popularity of Cash and Carry by a System of Profit-sharing That Aims to Equalize the Trade of the Week.

THE customer who goes to the store of R. McGregor, Ltd., 225 Bank Street, Ottawa, on Monday, and pays cash for the purchases made, gets a receipt like this:

This Receipt is Worth
5 Per Cent.
Of the Amount
Printed On Other
Side
We Will Pay Cash For It
Any Time You Present It
At the Store

On any other day of the week the cash discount is 2 per cent.

Two Years' Experience

It is just about one year ago since McGregor's began with the 2 per cent. discount, and the idea in adopting it was to meet the cash and carry idea which several grocers in Ottawa had begun to adopt. McGregor's felt that they would rather not adopt the cash and carry system. It meant giving two prices on opposite sides of the store, which they felt would lead to trouble. "So now," they state, "when people ask us 'Is there any discount for fash?' we say, 'Yes, and we also deliver your cash purchases.' We deliver everything anyway, and it does not affect our delivery system much. We found that in the case of heavy goods people could not carry them anyway. Then we have a wholesale business also and have to cover the territory with the delivery. On the whole the cash discount seemed more suitable for us.

Transforming the Quiet Monday

"We made the experiment of increasing it to 5 per cent. on Monday because that was always the quietest day in the week with us. The staff was here, and very often little for them to do but clean up the stock, so we thought out this 5 per cent. scheme. The result has been that it has changed Monday from the quietest day in the week to the second best business day we have in summer and the third best at the present time.

New Trade Pays Discount

"We have found that the new trade secured by this Monday discount more than pays for the advertising and the 5 per cent.; in fact it leaves a good deal to the good. We have held nearly all the new customers thus secured.

Advertising This Feature

"We have prepared a special line of advertising to run in both the daily papers on Saturday night, in which we draw attention to the scheme and explain it. For example:

"NO RED TAPE ATTACHED

"We think an explanation is due you.

"Doubtless, in making purchases at McGregor's you have been the recipient of numerous cash register discount slips. They do not call for value in goods, nor do they entitle you to useless premium prizes.

"They call for cash—good hard cash—and on presentation to any clerk in our store they will be redeemed for such.

"This holds good for 5 per cent. on Mondays.

"Think this over! We buy back these receipts for Cash!"

"We have tried to make this idea worth while and have paid particular attention to the advertising. In this one we explain other features of the idea:

DISCOUNTS THAT COUNT

"Most discount sales are made on only special articles of a limited quantity and for a limited time. Our discounts apply to everything that we have on sale in the store without any exceptions. And they are working all the time.

"Our cash register receipts are the key to the discounts. They are valuable and should be saved.

"The salmon-colored cash register receipts are given out Mondays, and represent a saving of 5 per cent., of 5 cents on every dollar spent.

"White cash register receipts are given out all the other days of the week and are worth 2 per cent., or 2 cents on every dollar spent.

"Cash register receipts are given with all cash and C.O.D. orders. They have a distinct cash value. Save them!"

McGregor's allow the discount on everything, even sugar, and there are a few people who take advantage of this and buy sugar only, but they are very few. The cash trade of the store has increased very considerably as a result of this scheme. Some day, Mr. McGregor says, he may give exact statistics that will prove that this novel way of encouraging Monday shopping has not adversely affected the charge trade. With over 1,000 sales rung up on Saturday it would seem as though trade were not suffering noticeably.

The Seven Deadly Staples

McGregor's find, like so many other grocers, that there is so little margin on the seven deadly staples: Soap, sugar, eggs, ham, bacon and cheese, that they have to a considerable extent to make up by pushing the "frills." It costs them about 17 per cent. to do business, and the profit on the above-mentioned articles will not average much, if any, over 11 per cent.

Keeping the Merits of Cash Before the Customer

THOS. KELLY, the proprietor of the Broadway Table Supply Co., Vancouver, British Columbia, has made up his mind to operate a strictly cash business. He is thoroughly convinced that the cash system has many real advantages, but it is also necessary to make the customer think the same way, so, every month, every customer on his mailing list receives a pictorial calendar for the month with a few wholesome truths about cash business. The last one read:

"MONEY TALKS"

is an old, old saying. It talks for us—we can buy goods cheaper. It talks for you—you can get them cheaper. Consequently, when you pay cash here for your groceries, you help us and we help YOU. On our side we give you a very great saving over what you would have to pay for the same goods on a credit basis. If you want high-grade groceries at low-grade prices, bring your next order to us.

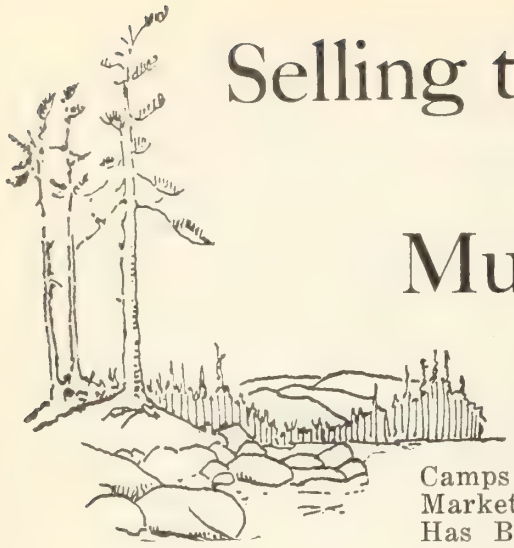
BROADWAY TABLE SUPPLY
VANCOUVER, B.C.

Believing that there is nothing to be gained by trying to cover too great a territory, Mr. Kelly tries to restrict his deliveries to a definite zone. All new families of which he can get word, are put on his mailing list. There is, however, no soliciting of accounts, as this grocer is of the opinion that canvassing custom is courting credit.

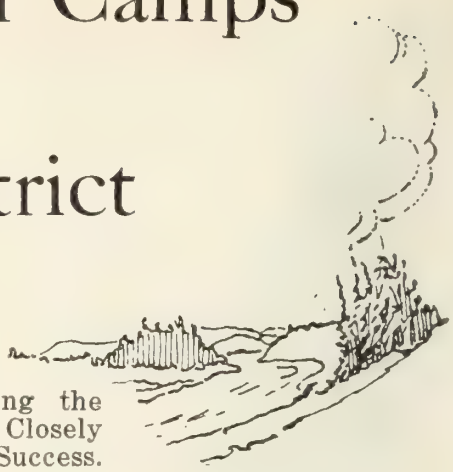
Speaking of the circular system, Mr. Kelly has this to say: "I have found that most manufacturers and jobbers will lend a retailer all the assistance that they can if he shows any inclination to push his merchandising in an aggressive way. Since I have organized my circular system I have been supplied with all kinds of advertising matter, printed with my own imprint, address and telephone number, dealing with numerous lines of grocery specialties, from cooking oils to peanut butter; I have just used a lot of peanut butter literature and have had a splendid number of sales as a result of same. I also use the weekly paper that is published in this district—I get results from it, or I shouldn't use it."

Mr. Kelly stated that he had no idea how much a retail business expert would

(Continued on page 147)



Selling the Lumber Camps in the Muskoka District



G. W. Lankin & Co., of Utterson, Ont., Have for Twenty-Eight Years Supplied the Lumbering Camps of the District. Watching the Markets Closely and Buying Closely Has Been the Secret of Their Success.

By P. A. CRANE

"WHEN I started business here twenty-eight years ago, I was told the lumber would be all gone from the district in 3 years," G. W. Lankin, of G. W. Lankin & Co., Utterson, Ont., told CANADIAN GROCER on the occasion of a recent visit. In spite of the prophecy, however, Mr. Lankin is still carrying on business, and on a larger scale than ever. Situated in the heart of the Muskoka district, this general store serves a wide area of country, and one of the chief sources of trade is that supplied by the lumber industry. Six years ago a joint stock company was organized to look after the store, enabling Mr. Lankin to devote more of his time to the extensive lumber business that is carried on. Apart altogether from the large trade that is done in general merchandise, the firm buys lumber, bark, and cordwood. Large contracts for bark are supplied with leading tanning concerns in the country, and lumber and cordwood are bought and sold. Business of this nature runs into large figures, and Mr. Lankin, too, has been the means of helping, in a financial way, many small lumber concerns to get a start. He has played a big part in the development of the lumber industry in the Muskoka district, and from a small beginning has built up an enormous trade. It is 28 years since he bought out the Utterson Lumber Co., and took over the general store, then operated by this concern. It is in regard, more particularly, to the business of this store that this article deals.

Stock Aggregates $28,000

Supplying the lumber camps, forms the principal business of the grocery department, although about six miles from the village of Utterson, in the district of Raymond and Three Mile Lake, there is a very good farming community who look to the Lankin Co. to supply their daily needs. In the summer months a heavy trade is done in tourists' supplies, but in the fall and winter months the lumber camps provide the chief source of revenue. Early in the field, when lumbering was in its infancy, as far as the Muskoka district is concerned, Mr. Lankin has captured the bulk of the business in this district, and he has maintained it, by a strict application to his affairs, and by his endeavor to give the best possible service. The store has been twice enlarged to accommodate the growing trade, and just at the present time, Mr. Lankin is contemplating building an addition to provide a place for the sale of fresh meats. The Lankin Company carries a stock of from $26,000 to $28,000 the year through, and this is turned over from three to four times in the twelve months.

Watches Markets Carefully

Asked as to what he especially owed, the success of his business, Mr. Lankin told CANADIAN GROCER that close attention to work, and a careful scrutiny of the markets from week to week had been the secret of his prosperity. Buying to advantage, he believed, counted more than anything else in the successful conduct of a grocery store. Especially in these last few years when markets have fluctuated so rapidly, and so uncertainly, it was absolutely essential for a merchant to watch them closely. A survey of the stock carried by Mr. Lankin by the CANADIAN GROCER representative proved beyond a doubt that the Lankin firm were shrewd buyers, and it was not a difficult matter to understand how it was possible for them to offer exceptional values. The company now employs an experienced buyer who receives the travellers, and whose duty it is to keep a careful watch on conditions, and markets generally.

Store is Distributing Centre

It is a busy place, this general store, situated on the side of the country road, and from it is distributed tons upon tons of provisions to feed the men in the lumber camps. It is a hive of activity, and its staff, varying from six to ten clerks, are kept on the alert from morn until night. It is the centre of interest, and the rendezvous for country folk and shantymen in what is a very sparsely settled village. One cannot fail to associate it in his imagination with all the stories that have been written of lumbering in the Northern part of Old Ontario. One cannot help but feel

A REASON FOR SUCCESS

Close attention to work and a careful scrutiny of the market from week to week is the secret of success.

ONE TYPICAL ORDER

A ton of bacon, 40 bags of flour, 10 bags of shorts, 20 bags pastry flour, 4 boxes raisins, 28 lbs. figs, 7 bags of sugar.

that it has provided a real service in supplying the needs of these men who have laid low the forests and are still carrying on. While much of the picturesqueness of the old-time shantyman has disappeared with the march of civilization, the Lankin general store is still the distributing point for lumbermen's supplies and the Mecca for many of these woodmen, both going in and coming out of the camps.

Orders Are For Big Quantities

It takes tons of foodstuffs to feed these men in the woods, and sales are on a very large order. Working in the open at hard, physical toil, makes keen appetites, and it is a big problem to feed them. As an indication of the way in which orders for the lumber camps are received, it is interesting to note some of the purchases that are made. One typical order read—a ton of bacon, 40 bags of flour, 10 bags of shorts, 20 bags of pastry flour, four boxes of raisins, 28 pounds of figs, and seven bags of sugar. Another one was for 1,295 pounds of bacon, three bags of granulated sugar, 10 pounds of macaroni, six gallon tins of tomatoes, 122 pounds of tea, and 120 pounds of shortening. It is selling in such large quantities that the Lankin firm does most of its business. The menu of the lumbermen has kept pace with the times, and it is now, Mr. Lankin states, much more varied than it was in the old days, consequently calling for new lines, apart altogether from the real essentials. Accounts with these lumber firms aggregate very large. Their requirements necessitate buying in carlots, and sales are very often made in the same way, resulting in a quick turnover.

Five Simple Rules of Display

AN American mercantile concern has stated its display policy, that has been an outstanding success, in these five simple rules:

First. Luxuries to the fore; necessities in the background, but in view.

This applies both to window display and counter display; and so far as practicable to the arrangement of the store interior itself.

The theory is that customers come in the store anyhow for their necessities. They hunt for them. It is only necessary to make the hunting easy by putting the necessities where they will see them. It is luxuries, on the other hand, which attract them into the store when perhaps they did not intend to come in.

Hence the luxuries and the novelties should be placed in the front of the window, in the front of the counter case and on the counter case. Where possible, the departments of the store which handle these items should be placed closest to the entrance.

Second. Show only a few of each kind.

The manager of a "five and ten" found that when he had an article he wished to push hard he actually slowed up sales by displaying it in too great profusion. Customers got the notion that the store had so much of that article in stock that they could buy them just as well to-morrow or next week. This applies to counter as well as window display. It is only under exceptional circumstances that any good purpose can be served by putting the entire stock in view. Besides this tendency to slow down sales it robs other articles of display space.

Third. Don't make the show window a stock room or a catalogue of all the store offers.

Crowding many things together, unless there is some other feature, such as sweeping price reductions, to hold the shopper's attention, only serves to confuse. A few articles can be displayed to much better advantage than a multitude of things jammed together.

Fourth. Wherever practicable, let cards answer questions.

Prospective buyers see an article and develop a desire for it, but often some question concerning it arises in their minds which they may never give voice to. Cards which answer the questions most likely to arise boost sales strongly; for instance: on electric fans, "It needs no oil"; on vacuum cleaners, "No, it won't clog."

Fifth. Harmony between window and counter displays helps.

When a show window pulls a prospect into a store it is generally a specific article in it that is responsible. Sales are speeded by having the window display articles prominently and within easy reach at the sales counters.

COMPETITION

There were once two cats of Kilkenny,
Each thought there was one cat too many,
So they scratched and they bit,
They fought and they spit,
'Till excepting their nails,
And the tips of their tails,
Instead of two cats there weren't any.

The G. W. Lankin & Co. store at Utterson, Ont.; the building at the left was the old store and is now used as a storehouse.

Interior of the G. W. Lankin & Co. store, Utterson, Ont. Below: A typical scene in the Utterson vicinity, which is the head of a good lumbering trade.

Know Your Business and Customers

First Essential of Grocer is to Know His Own Business—Second is To Secure Confidence of Customer—Ways of Westmount Grocer Who Got His Grounding Across the Pond

ALEX. DAVIDSON, 4907 Sherbrooke Street West, Westmount, Quebec, believes that the grocer should know his business from the first letter of the grocery alphabet to the last. Second to this, he ought to be able to secure the confidence of his customer, and until he has done so he has not mastered the situation of selling.

Mr. Davidson came to Montreal many years ago. For nineteen years he was associated with Fraser, Viger and Co., Ltd., Montreal, but prior to that time he was attached to a leading grocery firm in his native Scotland. Those who have read much or who have discussed the matter, know that a training in the Old Country is thorough. Experience there in a trade is gained through close and consistent application for a period of four to six years. This experience is often gained while the apprentice works without pay, and the training is usually as thorough as could be gained in the best college (if there were any teaching grocery salesmanship), as well as being most practical. Of his own early connection with the trade at home, therefore, Mr. Davidson is very proud, for his tutor he considered a master of the trade, who was painstaking in his training of the men.

The Second Commandment

Knowing one's business is a first consideration, but it is not everything. Mr. Davidson believes that it is quite as important to know one's customers. This involves a great deal. As a first requisite, and before customers are likely to become permanent, confidence must be established. Here again is involved the necessity of confidence being mutual. A case in point will illustrate.

"A young married woman came in for some groceries the other day. She was beginning to worry over the high cost of all lines and frankly said that her husband's earnings would not permit of buying certain goods. She had graduated from a leading college in Domestic Science. They had taught her how to cook alright. "But if I make a pie the way they taught me to make it, it will cost me $2 at the prices I have to pay for the ingredients, and I cannot afford this; can you suggest what I should do?"

Here was an instance for the interest of the grocer, and Mr. Davidson felt that he should advise. Being a sensible woman, and realizing the limitations of her husband's income, she suggested that her account should be sent her every two weeks instead of monthly, so that she could control its dimensions.

FEATURES OF ALEX. DAVIDSON'S STORE

1. **Note convenient arrangement of meat cutter. This, Mr. Davidson considers one of his best investments. The knife requires sharpening but once in a month.**
2. **Of great importance is the maintenance of a cool storage for butter, eggs and cooked meats, etc. The refrigerator used is economical on ice, one filling a week being required in the winter season and two in the summer. The greatest of care is exercised to keep the door shut tight. To this end no jamming of doors is tolerated and this means a perfectly tight air compartment, always.**
3. **The whole arrangement of the stock is made to secure, (1) neatness of appearance; (2) quickness of access by clerks; (3) compactness to insure no loss of space.**
4. **The store is much deeper than photo reveals. This will enable extensions to be made quickly at any time. In the meantime, splendid dry storage is secured immediately back of the cross partition.**
5. **All the fixtures are arranged to carry stock to the best advantage and Mr. Davidson is a believer in the use of modern shelving, drawers, bins, etc.**

Going Farther, Too

Mr. Davidson, asked as to his experiences with customers when endeavoring to sell them new lines, made an interesting observation.

"If it is a new line I have two or three customers on whom I can depend and send them a sample to try. I ask them their honest opinion about it, and if they are pleased this is a pretty safe guide. Their opinion is valuable."

Of course, Mr. Davidson tries out various products at home, but this additional advice is excellent to have. It might be, for instance, that one's taste was particularly pleased with a given product. The verdict of two outside parties would either confirm or discount the opinion of the grocer, and since it is his customers that he must please, this proviso seems to have been a good one. It has strongly commended itself to Mr. Davidson.

More Canadian Goods

There might be a decided increase in the stocking of Canadian canned goods and other lines, Mr. Davidson thinks. He would welcome an improvement in the pack of certain foods. Canadian manufacturers and canners, he feels, have had a real opportunity to capture home demand in a solid manner. In some cases they have improved their product, but in others they have not, and the grocer who insists on having the best for his trade that the market will afford must buy that higher standard, sometimes from an outside packer. Improvement could be made if the packer was willing to make the outlay and exercise the supervision in packing. In the long run it would certainly pay, for the grocer would purchase it more often.

In speaking to CANADIAN GROCER, Mr. Davidson referred to several lines of manufactured goods. One of these was biscuits. The Canadian manufacturer has made progress in these lines and has indeed improved his qualities on a number of products. He, too, has had a great opportunity, owing to the shutting out of other goods during the war.

But there is still room for improvement. The leading biscuit makers of the Old Country, for instance, had always exercised great care in the selection and blending of flours. They had not limited their use of butter and the results secured in marketing their products had justified the care expended and the capital involved. It had not been considered too costly, on the part of some manufacturers, to retain highly-trained men just to select and combine flours. This had secured excellent returns in the long run, for those following such a plan, and it paid handsomely.

This Caused Losses

There may be culprits in all trades, and probably are. Deception had come to the attention of Mr. Davidson in several respects and two or three instances were cited.

Honey is bought by Mr. Davidson in the fall of the year in sufficient quantities to carry the trade in this commodity for several months. Having a good cellar this is stored there and keeps well. In a recent purchase it had been discovered that each case of 24 sections contained six sections of inferior honey. The boxes had come nailed and the sample from which the honey was bought was the very best. In keeping with his policy to handle the highest quality groceries obtainable, Mr. Davidson buys best clover honey. What was his surprise and disgust, in this instance, to have a customer draw his attention to the receipt of dark honey of poor quality, where he had expected to get the best clover. Deception had apparently been practised by the apiarist, and this practice would only serve to defeat the increasing sale of such Canadian honey as was put up in this way.

In another case, while indirect, Mr. Davidson noted that Canadian apples were in the discard on a line of boats plying between Canada and the Old Country. They were actually using apples that had come from many thousands of miles distant. Asking the boat's steward the reason for this, it was explained that experience with Canadian apples had revealed an inferior grade of apples in the centre, while the appearance, on opening the box, was excellent. There would have to be an improvement of these shortcomings or Canadian products would continue to suffer.

An Observation

In travelling through parts of the United States, Mr. Davidson states that he had found practically no Canadian merchandise in the shelves of grocers. This, he did not feel to be quite fair. Canadian retail grocers handle considerable of the products put up in the States and there was reason to feel that there should be reciprocation in this respect. It was sufficient to make the Canadian retailer feel less inclined to stock these goods, for in countries so closely associated as are these two, the thought expressed as above is very important. There are lines of foodstuffs in which the Canadian manufacturer must surely excel, or in which he can offer a superior product.

Of course, Mr. Davidson, in common with other grocers everywhere, has not always been able to procure Canadian goods when they are wanted. This was a condition accentuated greatly during the war. It will gradually grow less, and, as pointed out above, the extent of the retailer's interest in the manufacturer's products depends very materially upon what he, the retailer, finds behind the label. The successful merchant of 1919 wants a high standard of goods, and for these he can find a market, and will, other things being equal.

Mistress Does Buying

Since the commencement of the war, or soon after, a change has come about in the matter of buying, Mr. Davidson states. He began his present business in 1916, and since then, and in increasing numbers, housewives have been attending to their own buying. This is attributed to the fact that people with the wherewithal to purchase what they want, and when they want, have been paring their food outlays. They have adopted a policy of preventing un-

Interior of the Alex. Davidson store, Westmount, Que.

necessary or wanton waste, and as a means to this have begun at the pantry and the kitchen.

Here is an important point. It indicates an opportunity, too, for the retailer to secure advices from the "woman of the house" regarding the merits of various goods, and as referred to above in connection with the opinions secured from the store's customers regarding the advisability of stocking new lines.

Orders are received over the telephone to the extent of nearly 80 per cent. of the sales. Mr. Davidson would prefer to have the percentage less, so that he might meet his customers personally and thus know them more intimately. At the same time, it is possible to cement the telephone customers to the store through a superior service extended by telephone. This has been demonstrated through the failure of some merchants to give the closest care and attention to business offered "over the wire," whereas a pleasing voice and accommodating manner at the store end of this wire will eventually create a goodwill for the merchant, that cannot be taken lightly.

Reference to the accompanying photograph will reveal the good taste of the proprietor in his selection of fixtures. These are of pleasing attractiveness, but are modest in their setting. They are made of good grained material and finished in dark oak. The provision was made, when the wall cases were installed, to permit of their being removed or added to. In this way the partition at the rear may be removed, quickly, on short notice. Thus, it would be an easy matter to make an extension to the store's capacity by installing the necessary section of wall shelving, overnight, almost.

A splendid refrigerator has been placed in the centre of the store at the rear. This Mr. Davidson considers one of his best investments. He has ice from the ice manufacturer twice a week in the summer time and one filling per week in the winter season. This is considered very economical. Manufactured ice is used, as this is considered to be much purer and thus more sanitary. That the ice may not be subject to the effects of outside air, particular care is taken to close all doors carefully. "We never allow a box or package to get in the way of closing a door of the refrigerator, and do not jam the door shut against a projecting box. It pays to take care."

The meat cutter used is one of the most costly, the present price totaling around $200 each. This is considered a superior machine, as the knife requires sharpening but once a month, being made of sword steel. It is a time and a money saver, as there is no waste.

Customer Likes This

The thoughtful merchant thinks of his customers first. They are his "bread and butter" after all, and it would seem to be good policy to plan to create and cultivate good-will for oneself from them. With this in view, Mr. Davidson sometimes gives them a chance to buy before prices advance.

"Recently there was an advance in soap," he went on. "I quietly told my customers of this when they were in the store, pointing out that our price would be higher on a certain date. I would allow them up to a dozen bars at the former price. This is one of the little things that they appreciate."

This is not the only consideration extended. Over the telephone they—the customers—may ask for something which is not in stock. It may be a kind of fish which Mr. Davidson does not carry. It is cheerfully procured for them. It may mean a little extra work on the merchant's part, but in the long run it pays.

"Twenty-five per cent. of my customers want me to add a meat department," said Mr. Davidson. "But I do not know anything about meats and would not add this department unless it was handled right. I would want to put in an expert butcher to supervise it, and this requires a great deal of thought and care before doing."

Unusual Lines—Increase Turnover

Osgoode and Sons of Cookshire, Quebec, Cater to Unusual Demands of Farmers—Not Necessary to Carry Immense Stocks—Little Leaks Are Watched

By A. H. ILLSEY

S. J. OSGOODE AND SONS, Cookshire, Quebec, have sold as much as 50,000 pounds, and more, of fertilizers to the farmers of their district in a single season. The outturn from year to year has varied on account of the poor quality of some of the fertilizer supplied by some firms, but always the sales have amounted to large figures.

This illustrates the ingenious manner followed by the Osgoode firm in selling to the farmers of its district. How few grocers are there who would be impressed with any advantage in selling a line of fertilizers? It is surely good common horse sense to sell that which can be sold at a profit. In doing so it may be necessary to depart from the beaten path. But in this way some even have found wealth, others profitable business at any rate.

Do Not Tie Capital

In selling a commodity of this sort it is not necessary to tie up a lot of money. True, the selling of this unusual product calls for the sizing up of one's constituency, and the consultation of one's patrons. "How much fertilizer do you want, John—and you, Henry?" may be a necessary question in the investigation before a carlot is ordered. To dispose of a thirty to fifty thousand pound carload, however, is a matter of arithmetic, even before the ordering is done. In this way Mr. Osgoode has been able to arrange so that the necessary capital for the purchase of this quantity should not be tied up unduly long.

Another commodity which has been sold extensively is that of coal. Cookshire is not a large town, but there are many well-to-do folk in it and they like comfort. They buy coal. This Mr. Osgoode sells to them and there is one important thing that he watches closely—and with right good judgment—that of the weighing. He has a large wagon scale immediately at the side of his store and he explained to CANADIAN GROCER that the operation of accurately checking out a carload of coal was decidedly important. It is quite necessary to check this up oneself and to see that every hundredweight invoiced by the coal company is delivered. This prevents loss and assures one of his profit.

Preventing Leaks

When asked as to how he prevented leaks in his retailing, Mr. Osgoode told CANADIAN GROCER that he did not tolerate leaks—that he did not let them occur, if they could possibly be avoided. To this end, and that results may be assured, he exercises eternal vigilance. That is the price of success in husbanding the earnings of one's business, for if they are not garnered readily they will quickly fade and reduce themselves materially.

Taking the writer into his basement, Mr. Osgoode illustrated his watchfulness. He referred to his heating plant—a hot water furnace. This had been fitted with a heat regulator. It was

orked out in such a manner as to ose the drafts when a given heat gistered, and thus it became fool proof, d was a real convener of the fuel at fed it and warmed the store almost rfectly. This one provision was conlered a good investment, as it saved tention.

All through the store and in e basement as well, the best use of ace is made, and cleanliness is inted upon. This makes for order—it sures stock being kept in the best of ndition and prevents careless leaks

Forward Under Difficulties

In the course of the past few years fficulties have arisen in connection th catering to the trade—almost entirely a rural one. Some have moved in who speak only one language—French. In some instances they were not considered the best of progressive farmers. Nevertheless the Osgoode firm has pressed forward to bigger turnovers each year, selling unusual lines in part, as already outlined, and bringing forward an odd carload of apples in the fall and winter, large quantities of flour and feed, etc. Aggressiveness has overcome many a difficulty and the turnover has been increased two or three times within the past three years, it is estimated.

Mr. Osgoode figures that his losses from book accounts have been very small. He has sold much on credit. He has had accounts to collect that were none too easy to get settled. But in an experience of seventeen years he estimates that actual losses would not total $500. With a turnover running into hundreds of thousands of dollars this is really a remarkable showing.

Mr. Osgoode, too, is a believer in sound investments for the grocer. To this end he has been a purchaser of Government war bonds. He realizes that other stocks "may" yield bigger returns, but these stocks savor of risk, and with the grocer this is not, he considers, good business. For his own part he prefers to play the safer and saner plan of buying the "sure" thing. Government bonds afford this in a true sense, he has decided.

"Please Your Customers With Coffee

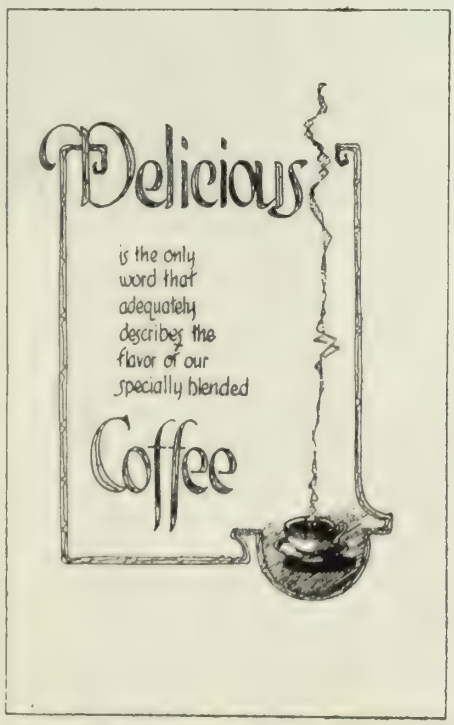
And You Can Readily Please Them With Other Things"

MAKING the sale of coffee a real department in a grocery store should be the means of attracting other business, and, as one grocer who specializes in coffee roasting stated, a grocer sells good coffee, it is an advertisement worth many times its volume to his business. There is nothing, he claims, that will bring custom to a store like a reputation for selling only the best coffee available. A coffee department should provide one of the best profit-producing ends of a properly conducted business. Sugar is possibly the most staple article, but sugar does not hold trade and bring new customers, unless it is that it is offered under the general market figure, in the same way as coffee. The entire trade of many families is held through a satisfactory coffee account.

"Please your customers with coffee, and you will have little difficulty pleasing them with your line of canned goods," E. S. Calder, 201 Wellesley St., Toronto, told CANADIAN GROCER.

Coffee Consumption Growing

While coffee is not consumed to the same extent in Canada as in the United States, yet the consumption is on the increase, and it is good business for a grocer to endeavor to increase his sales. A family of three, drinking coffee every morning for breakfast, will consume a pound in ten days. A grocer can therefore pretty well tell just what his sales should be with his coffee-drinking customers, and endeavor to bring them to a proper average. Of course, to have a good coffee trade, it is certainly essential to give the customer the very best, and properly roasted. The average housewife rarely complains of a poor flavor to sugar or to salt, but if the coffee is not exactly to her liking, she soon announces the fact, not only to her grocer, but also to her friends, and in telling the latter, not forgetting to say where she procured it, she is capable of doing real injury to business. Thus it is evident what a reputation for selling good coffee will do, towards building up a business, and very often the contrary, if attention is not paid to this important commodity in a grocery store.



A Card Suggestion to Aid Coffee Sales.

The Top Quality Article Means Sales

Mr. Calder told CANADIAN GROCER that he was handling more coffee than anyone would have supposed possible, because he was devoting some attention to its sale, and had established a name in his community for a real good coffee. He had found that an established coffee trade also brought other business to his store. After all, he believed the best method of increasing sales was to deliver a top quality article. Mr. Calder purchases his beans from a firm enjoying an enviable reputation for stocking only the finest. He does his own grinding, having an electric grinder, and he keeps it in a conspicuous place in his store. He believes in keeping the beans in airtight tins, until about to be used, as he thinks the atmosphere robs the beans of their strength to a certain extent.

Sense of Smell Stimulates Sales

Having big inquiry for coffee, the grinder is in operation a good part of the day, and Mr. Calder told CANADIAN GROCER that this fact stimulated the sales. It did so in this way. On numerous occasions ladies had entered the store with the purpose of purchasing goods other than coffee, and would make the remark, "That coffee smells good. How much is it a pound?" Invariably they purchased a pound or more. Thus, to the delightful aroma of freshly ground coffee, Mr. Calder attributes some of the success of his coffee department. He has little difficulty in persuading people to buy this particular brand of coffee. Sometimes they ask

for other kinds, but nine cases out of ten he is able to sell them his own special brand, and after the first sale, there is, generally speaking, a demand for it.

Mr. Calder believes that coffee consumption is on the increase. In the past year, in his own experience, he finds such to be the case. His sales have increased more than twice what they previously were, and they are steadily gaining all the time. The increasing cost of coffee apparently has not been a hindrance to its sale. He is of the opinion that a grocer can materially increase his profits, and build up an attractive trade, on a reputation for fine coffee. On the other hand, he thinks, if a grocer does not give attention to selling the best he can buy, his customers will go elsewhere, and there is a danger that their other grocery requirements will be filled where they get their coffee.

Neatness Has its Selling Value

ONE of the very finest grocery stores in Western Canada is that conducted by A. A. Meneley & Co., proprietors of a large department store in Maple Creek, Sask. It is a model of neatness and artistic display, due to the efforts of its manager, F. W. Cox, who has been in charge of the department since it was opened two years ago. Has spent his whole life in the grocery business, coming to Maple Creek from the Old Country seven years ago. This spacious store is 65 feet in length and is illuminated at night by the indirect lighting method. It will be noted that the otherwise ugly posts are used advantageously to display goods by means of a series of small semi-circular shelves supported on iron brackets. Centre tables are also used for display purposes.

The attractive interior of the A. A. Meneley & Co. store, Maple Creek, Sask. F. W. Cox, the manager of the grocery department, is seen in both photos.

This big store has an unusual history. Its proprietor was primarily engaged in the lumber business with yards situated about two blocks from the central business district. It was on a portion of this site that he built his departmental store. As a result strong advertising methods are required to bring trade, and the huge volume of business done is ample evidence that live advertising methods pay. At times an entire page of spoce is taken in the local newspaper, and Saturday is always made an occasion for special announcements. Dollar days, fifty-cent days, and seventy-five-cent days have proved popular as a special inducement to trade at the week end, and especially is this true of the farmer trade. From time to time letters are sent out to all farmer customers advising them of special offerings.

It can truly be said of this store, however, that it draws business purely as a result of its attractiveness, and its never-ceasing policy of high-class service. Women like to deal at a store where the clerks are attired in spotless white, and where the mark of cleanliness and quality is everywhere displayed.

Shows Soup in a Jar on Counter

Ernest H. Ware, of Huntsville, Ont., Increases Sales of a New Line of Soup in a Novel Way. Conducts Store on Cash and Carry Plan.

Raise Your Husband's Wages

You can do it if you buy your groceries at this store.

REGULAR PRICE	CASH AND CARRY PRICE
20c Campbells Soups	19c
13c Dominion Soups	11c
5c Maggi Soups	6 for 25c
15c Canned Pumpkin	2 for 25c
35c Jars Jam, any kind	30c
50c Cans Grapelade	47c
75c Cans Grapelade	70c
15c Cans Pork and Beans	2 for 25c
15c pkg Macaroni	2 for 25c
30c Fancy Biscuits per lb	25c
20c Bulk Soda Biscuits per lb	18c

ERNEST WARE
Cash and Carry Grocer

MORE and more the value of display in the successful carrying on of a retail grocery store is being proved by the experience of merchants throughout the country. It is evident from the results that have been achieved that this important feature can be utilized by the average retailer to a much greater extent than is at present the case. Sales are undoubtedly developed and increased in this way, and the many instances that have come before the attention of CANADIAN GROCER are sufficiently convincing to make this method of pushing sales worth while to every retailer. It is the most practical means of introducing new articles, and serves to establish a reputation and a sale for new lines, that should appeal to every progressive grocer.

Sales Were Very Slow

Recently a representative of CANADIAN GROCER called on Ernest H. Ware, in Huntsville, Ont. Mr. Ware has had some success in developing sales in new lines. He is also a firm believer in advertising, and lays great stress on the importance of the same in the conduct of his business. For a long time, Mr. Ware told CANADIAN GROCER, he could sell nothing but a certain well-known line of canned soups. "I had stocked another preparation, made by a different concern," he said, "but was not selling it at all. It had been on my shelves for some time, but was moving so slowly that I decided something had to be done in order to get it before my customers, and to get them using it. It was a vegetable soup, and I had taken some home and tried it myself, proving to my own satisfaction that it was an article of merit. I felt I had every confidence in it, and could easily recommend it to the public. I emptied the contents of a tin into a quart sealer, and placed it in a prominent position on the counter. People are so often afraid to test a new foodstuff, especially a canned article, but if they can see what it is, very often they will give it a trial. Every customer who came into my store, I discussed with them the merits of this soup preparation, displayed in the sealer. The results exceeded all expectations. I sold everybody who came into the store.

Sold a Case a Day

I disposed of a case each day for an entire week. It retailed at two tins for 25 cents. People bought a dozen tins at a time, and one of the most gratifying features of the whole campaign has been the permanency of the demand. My customers like it, and are still buying it. It took well with the tourists, being a very free seller in the summer months, at a time when soups, as a rule, do not have much demand."

Showed Soup in a Sealer

In the scheme of pushing the sale of this article, Mr. Ware, besides following the novel device of showing the contents of a tin in a sealer on the counter, filled one of his windows with the product, also featuring it in his advertisement in the weekly paper of his town. The campaign was a vigorous one, and so gratifying were the results that Mr. Ware continues to make a practice of displaying new goods on the counter, recommending them to customers. He finds it pays in every instance. In addition to using an advertisement each week in the Huntsville "Forester," Mr. Ware believes that he accomplishes very telling results from utilizing the picture screen in the movie theatre. "In fact, I think there are a great many people who see my advertisement on the picture screen that never see it in the paper. The insertion in the newspaper is valuable as a means of talking to the housewives in the country, but everyone in town who attends the movies cannot fail to see and read my ad. on the screen. It strikes them more directly, and as I change it three times a week, they are well informed as to what I have to offer." It is not unusual, Mr. Ware added, to have people come into the store and tell him that they saw at the theatre that he was selling such an article at a certain price. He stated that he had many instances where people who had not previously bought from him, came to purchase goods advertised on the screen. In some cases it meant new customers permanently.

Cash and Carry a Success

Mr. Ware has been won over to the cash and carry system of doing business. Up until last April he was connected with his father, L. H. Ware, in the grocery trade in Huntsville, for a period of fifteen years. In April he purchased the business of J. J. Bailey, farther down the street from his father's store. Since then he has conducted a cash and carry trade. "The first six months have been surprisingly good," Mr. Ware remarked to CANADIAN GROCER. Receipts have never been

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Interior of store of Ernest H. Ware, Huntsville, Ont., who states he is making a success of a cash and carry business.

Gets "Show Me" References or the Cash

Westmount Grocer Believes in Cutting Out Dead-Head Accounts by the Simple Method of Not Allowing Customer to Contract Them—Is Strong on Modern Equipment—Good Points on Service

TO save the ultimate worry that would eventually present itself, E. J. Quinn, grocer, of 4201 St. Catherine Street West, Montreal, prevents an accumulating list of "dead beats" upon his ledgers, by getting the cash or what he styles "show me" references. And as Mr. Quinn does not permit his anxiety for new customers to supplant his better judgment in meeting a new patron's request for credit, he finds that this plan goes far in maintaining the above policy. "We have no bad accounts," said Mr. Quinn to CANADIAN GROCER—"that is to say, our returns made to the Government showed that we had $67 worth of poor, and probably uncollectable, accounts."

In view of the fact that this business is fifteen years old, and that its annual turnover is a large one; in view of the fact also that many thirty-day accounts are carried, the record is a remarkably clean one. It shows what "attention to business" will do, and the policy suggests itself as worthy of emulation.

Mr. Quinn has had opportunity of taking on business that would have swelled his turnover but which might have ended unprofitably. But until a customer has produced the above class of references, or until he has demonstrated, through his own conduct, and in a satisfactory way, his reliability, his cash is the only medium of barter recognized. Many customers now buying regularly from the Quinn stock were required, at first, to pay spot cash. In course of time, some of them arranged for a thirty-day account, on the strict understanding that it would be a thiry-day basis. This arrangement, obviously, suits many folks who prefer to know what their monthly outgo is for groceries. But it is made clear that this time limit is the store's policy.

SOME FEATURES OF THE GROCERY DEPARTMENT

Note location of telephones for prompt order-taking. Mr. Quinn states that these are a decided improvement over previous plans. The salesmen have only to turn on their heel, thus saving waste motion and their own and customers' time.

Convenience of cash register location is apparent.

Extra wide counter for wrapping up goods.

Silent salesmen with no obstruction, owing to clear glass space.

Experience Has Taught

The Quinn business was established some fifteen years ago. Mr. Quinn evidently had a vision at that time. This section of a metropolitan city like Montreal was bound to grow. Then, too, it was so situated that there would be a tendency to draw to its vicinity a well-to-do, and in large measure, a wealthy type of citizenship. To cater to them is usually profitable, for, while most families want good groceries and plenty of them, they cannot always afford them; but the well-to-do and the wealthy can. Thus, Mr. Quinn has found his location an increasingly valuable one, and his trade is in many respects select, aside from the fact that there are, among the monied class, veritable cranks who are sometimes very hard to please.

It is a real tribute to Mr. Quinn that he has, in his employ, several men who have been with him during the greater part of his Westmount retailing experience. One man has ben serving his trade all of this time, while another has been connected with the store for 14 years, others for 12, 10 and so on. It bears out the statement of the owner that it pays to treat men well. Another thing. Mr. Quinn has endeavored to secure married men to assist with his selling. These men are usually more settled in their ideas and habits, and are content to make

The Produce Department of E. J. Quinn, Westmount Avenue.

Believes Centralizing Service Pays

Better to Give a Good Service in a Limited Field Than to Reach Out Too Far—Service and Equipment in Meat Department Helps Trade

a permanent engagement. It has been necessary, in this instance, to probably pay them more than young, single men could be secured for, but it has, in the long run, been a paying policy. One of the attested advantages of having a permanent serving staff is, for instance, that Mrs. Jones, say, calling up for service on a busy morning will ask for a particular clerk—the one with whom she has learned to deal in person, and who knows her needs better than any other one clerk in the store. A bond is established that is strong and likely to hold the trade of that particular individual, indefinitely.

Mr. Quinn has also found it wise not to reach out too far for trade. Better, he says, to concentrate within a smaller radius, to thus ensure a better and speedier service, and to control overhead selling charges.

Strong For Equipment

The Quinn store has at its command, one of the best and most complete refrigerating plants in Montreal. To its purchase and successful installing Mr. Quinn owes himself congratulations, for the plant ensures his big stock that freshness which modern merchandising calls for—yea, almost demands.

The refrigerating plant is located in the basement and is electrically operated, by a five horsepower motor with a 1,100 revolutions per minute speed capacity. This supplies enough power and to spare, for with a growing business it is well to anticipate what the demands may be two—five—even ten years hence. And in making an investment in a fixture of this kind it is usually possible to obtain a plant, larger than is then required, which will permit the desired expansion to be made at will, at slightly increased cost.

The plant is practically noiseless in operation. It is governed by an electric switch, the starting and stopping are under immediate and instant control of the operator. Through the application of a little oil, occasionally, and some heavy grease, wear and tear is reduced to the minimum.

The cost of operation is very pleasing to Mr. Quinn, and in a single month, recently, he estimated the cost at $12, for electric current. Some months the cost would be less, for one of the great advantages is that of not having to run the plant, according to weather, more than perhaps three hours out of the 24. For this operating cost, a huge storage refrigerator in the basement is maintained, this containing bacon, hams, fruits, green vegetables, etc. Another large refrigerator is placed at the rear of the stores and contains butter, cheese, cream, milk, eggs, etc. Then there are two others, these being described more minutely in the following manner:

Two Splendid Cases

There are two entrances to the store—one from the Greene Avenue sidewalk and one from St. Catherine street. Immediately to the right of the former a neat case has been placed, and this contains the cooked and cured meats, bacon, hams, cured and smoked fish, and some of the fresh vegetables always kept on sale. This case is refrigerated, and the three pipes supplying the liquid forced through them from the trunk plant in basement—as already described—take up but little room and are unseen by the

SOME FEATURES OF THE PRODUCE DEPARTMENT

Refrigerated silent salesman for cured fish, bacon, ham, vegetables, with handy scale in centre for quick weighing.

Notice, also, the roomy storage for ham, bacon, etc., on platters, and all refrigerated.

Back of the window case refrigerator is the conducting pipe for freezing fluid, which is always visible. This case fronts on the street.

customer. With the plate glass fronts and top this case afford the best possible display and the showing may be alternated from day to day and thus present a new and varied appeal to the customer.

The accompanying photograph reveals but a front view of this case. At the rear there are four sliding doors—and this affords ready access to any part of the case. The whole base of this special case refrigerator is roomy and contains the various meats on large platters. These meats are cut up with a huge meat slicer, located at the extreme end of the case and not visible in the picture. In spare time bacon and ham may be sliced and made ready for the trade, thus conserving time and avoiding delay in serving.

Above these lower sections, there are small "lift out" doors or panels, and ready access is had to the top display section.

To the extreme right of this case, and at right angles to it—built right in the side window, is another unique refrigerator. This is used for various meats, and vegetables, and it has worked well. In very sunny and hot weather it has been found that some meats, if displayed here too long, will bleach, but the temperature ranges of this window refrigerator are excellent. The advantage in this case is that of keeping on display such perishable fish, meats, fruits and vegetables as could not be successfully exposed in the hot months of the summer without deteriorating very rapidly. The great advantage of the whole system is that it is operated from one plant, and the temperature may be controlled at any desired figure.

Other Equipment Good

The business transacted over the telephone in the Quinn store is estimated at between 65 per cent. and 75 per cent. of the total turnover. This means that the best method of handling orders quickly and with every satisfaction to the customer, and with as little confusion and loss of time to the sales staff as possible, is desired. To this end, Mr. Quinn recently decided upon a plan that has served to overcome previous difficulties. "They may not have improved the appearance of the store," he said, pointing to the location of the four telephones that are placed right in the shelving, "but it was not that which we had in mind. They are there to help out our service plans." Reference to the location of these 'phones as shown in the accompanying picture will clearly indicate how many steps are saved, and how it is unnecessary to keep customers waiting with their order at the other end.

The shelving of the modern grocery store is an important item. If efficiency is desired, it is imperative to have well-divisioned shelves and plenty of them. The Quinn store is well supplied with these, and the arrangement of the stock is so planned as to make those lines easy of access which are in most regular demand.

Note the meat cases running along the counter line and nearer the front of the store. These are excellent for the display of glass jar goods, plum puddings, fancy fruits in packages, confectionery, etc. Changed from time to time, they afford a stimulus to the sale of lines that might otherwise prove themselves slow and infrequent sellers.

The serving counter immediately in front of the four telephones is of generous width. In fact, a false counter top has been arranged over the regular counter, and this is found a great convenience for putting up orders on. The width of this counter must be fully three feet. Made of hardwood, there is no slivering to ruffle the temper and pierce the hands when salesmen are in a hurry.

Some Good Points

Mr. Quinn believes in getting good service from the wholesaler. He referred to this in connection with buying fruits, and of which he sells immense quantities.

A consignment of oranges, amounting to 26 cases, had been received from the fruit wholesaler. These, Mr. Quinn stated, were not "up to sample," and they were at once returned. He stated that he did not propose to let anyone palm off anything on him, and it is well, Mr. Quinn believes, to take a firm stand in such matters. If the grocer must maintain a strict care with regard to the service and also with regard to the supplies he forwards to his customers, he is quite right in demanding the best, and that for which his good money is spent. Fruit and vegetables, when possible, are bought daily.

In connection with his biscuit trade—which is a large one — Mr. Quinn stated that the Canadian manufacturers had made real progress during the past five years, in the quality of their products.

Unreasonable price-cutting has been some handicap of late, it was pointed out, and a great deal of this is altogether uncalled for. It really works to the disadvantage of the trade when this plan prevails, and does the trade no good—not even the merchant who is guilty of it.

In the matter of hours, Mr. Quinn believes that the old plan of keeping one's store open late is a worn out one, and that better service could be secured if the working hours were reduced. Not only does he feel thus, but he has been closing his store for some time at 6.30 p.m. on Saturdays, and when seen by CANADIAN GROCER, he hoped to make the closing hour on Saturdays 1 p.m. This would enable the men to get away for a needed rest and they would then return on Monday, fresh and filled with new ideas and ideals.

For delivery, horses are used—nine of them—with two of this number out on grass—alternately—thus ensuring a rest for all.

MONTHLY CANDY SALES TOTAL $150

"I SELDOM or never see my customers," said A. Bastien to CANADIAN GROCER. And still, despite this fact, Mr. Bastien disposes of from $100 to $150 worth of candy, monthly—a remarkably large amount for a moderate-sized grocery.

Mr. Bastien's store is located at 1145 Laurier Avenue West, Outremont. And Outremont is a select residential city, adjoining Montreal. This very fact affords Mr. Bastien an opportunity, and this has been improved with the results already briefly mentioned.

Realizing that his women customers have a liking for candy, and that all, or nearly all of them possess the proverbial "sweet tooth," it has been the aim of this grocer to prepare for the demand likely to manifest itself for candy, by carrying high-grade boxed chocolates that would result in "repeats." For it is the subsequent busines that pays the grocer, and not the first order. And in view of this very fact, it is manifestly more vital, far more important than can be emphasized on the printed page, to take good care of that first order.

Emphasizes the Quality

Mr. Bastien has been particular to select and offer to his trade candy—whether boxed or loose, that would make for repeat sales. To this end he has exercised constant care, and it is worthy of special mention that his trade has developed to that extent which now records much greater sales of boxed candy than of the loose. The latter sells well, but in one month referred to—an early spring month of the present year, Mr. Bastien stated that his purchases of boxed chocolates were ninety-nine dollars in all, and on the average in fair business periods of the year, the total trade in box and loose chocolates, he stated, would amount to about $150.

Asked as to his selling methods, Mr. Bastien said that the telephone trade is a very large one, as compared with the counter trade. "Some say: 'Send me a box of candy,' and leave the selection to me—most of them doing this, but a few saying what they prefer." And of course, when a housewife is ordering other goods by telephone, if she knows the store carries candies, it is not unnatural to include a box of candy in the order.

Continue to Come Back

As is natural, some people have to move. This takes some of Mr. Bastien's customers away to other districts. "But they continue to send for us to come and get orders, or telephone them in." This emphasizes the value of "cementing the bond," so to speak, which has begun when the first order was written down on the counter book. It indicates how far reaching is the personality of the grocer—how dependent the customer eventually becomes upon the advice, the judgment and the fairness of the one

(Continued on page 151)

Firm Gives Picnic to Customers

Bothwell, Ont., Firm Employs Novel and Effective Advertising Scheme — Does the Catering and Supplies Prizes—One Thousand Guests—One Hundred Cars Line Up For Drive to Picnic Grounds—Dent Bros. Have Hardware Department in Conjunction With Grocery Business

There were over 1,000 men, women and children in attendance at Dent Bros. successful picnic at Bothwell, Ont. This shows the happy crowd just before starting out for the lake, where a most enjoyable day was spent. Not only were the mothers and fathers pleased, but the children, who are the customers of to-morrow, will long remember these yearly picnics and patronize the Dent Bros. store in the years to come. The "arrows" point to the three Dent brothers—they start from the main entrance of the store.

THERE are Sunday School picnics, lodge picnics, individual firm picnics, but the case of Dent Bros., retail grocery merchants, of Bothwell, Ont., who have instituted the idea of giving a picnic to all of their customers in the town and surrounding country, marks a new era in this summer pastime.

Quite an undertaking one would say, and it is just that, but nevertheless it is one that has been tried out successfully and is rated by this aggressive firm as one of the best advertising expenditures ever to receive their official sanction.

First Picnic

Two years ago the idea was first put into practice. The firm handles a popular line of motor cars and named the picnic after the cars. There was method in this procedure as will be seen from the way the picnic was handled.

First of all invitations were extended to all those who had purchased cars—a record having been kept each year. These invitations were worded so that the car owner and his whole family were included. Next on the list, or perhaps it might be said of all the others, invitations were sent out to attend Dent Bros.' —— picnic. Every customer and prospective customer was invited, whether he was a car owner or not, by personal solicitation and general invitation through the press for fear some individual might be left out.

One Thousand Guests

The response was splendid, and the idea took like an epidemic of measles. Everyone wanted to attend Dent Bros.' picnic (they don't all want measles), and there were over one thousand turned out including the children, who had one of the best days of their young lives.

The first year the picnic was given the firm supplied all of the lunch, two trucks being required to take the various things down. A fine programme of sports was also arranged, including a baseball match, and the firm provided prizes for the winners of the various events.

One Hundred Cars Line Up

The picnic was held at the Beach, a comparatively short distance from the town, and the only thing incumbent on the guests was that they arrange their own transportation. This was not difficult, and a very imposing sight was that of the 100 cars strung out along the road on the way to the picnic grounds. Besides those that formed in the procession there were over 35 cars brought a full complement of picnickers to this enjoyable event.

In one of the accompanying photographs the cars are seen drawn up on both sides of the road in the block where Dent Bros. conduct their business. The showing is a good one, and the other photo, which shows the crowd with its preponderance of kiddies, gives some idea of the attitude towards this event when the big smiles are noted.

The First Car There

A rather novel point in connection with one of the accompanying photos is the inclusion of the first car sold in Both-

well in 1901. It is still on the go, and, whereas considered somewhat the worse for wear, is still able to cover the ground alright.

Customers In On It

When the picnic was held last year the customers of the store asked that it be made a "basket" picnic, each one bringing their own eatables. The customers felt that the firm, in supplying the prizes and looking after the arrangements, were doing more than their share. They wanted to help. That was the plan which was finally carried out, but this method was not quite as successful as the one where the firm did the catering, with the result that future picnics will be given wholly on the responsibility of the firm.

Money Well Spent

There are three Dent brothers, and they are all very enthusiastic over their picnic. "True it is that it costs some money, but it is money well spent," the members of the firm agree. "We reach all of our customers and many not our customers." This get-together picnic does more to dispel any little differences which may have arisen during the past year than any other method we might adopt," stated John Dent to CANADIAN GROCER. "Differences will arise at times and a customer is temporarily lost. After the picnic he is usually back again. Enthusiastic over the good time he and his family have had."

Children To-day, Customers To-morrow

Another point which this picnic idea gets over in a most convincing way is the creation of a new list of customers for the years to come. There are hundreds of children in the Bothwell district who now look forward to Dent Bros.' picnic. It will be only a short time before they are the buyers or additional customers for the store. Early impressions usually last, and those who have been responsible for any happy youthful hours will benefit when these children grow up and become purchasers. They will remember Dent Bros. and will be glad to reciprocate.

No Mail-Order Picnic

"What of your mail-order competition, Mr. Dent," asked CANADIAN GROCER at this point. "There is some of this competition in every community, I believe, and ours is not free from it." Mr. Dent replied, "but the mail-order house doesn't give picnics and cannot give the service that we do. People want service to-day and are appreciative of our efforts to give them a greater community interest through the medium of our picnics. After all, the town is essential to the farm lands around it, and when one treats customers fairly, supplies good goods at fair prices, he is going to get the best of the trade. The mail-order house does not cause us to sit up nights worrying by any means."

Mailing List Effective

Speaking of the firm's method of going after business, Mr. Dent stated that they had a splendid mailing list which they kept right up to date at all times. "We find that our customers like to secure advertising material from us so that they can study at their leisure," Mr. Dent said, "and we get splendid results from the material we send out. It is not our policy to send circulars to a man unless we feel that he would be interested. For instance, why send cream separator literature to a man to whom we have sold one? There are customers we know are interested in securing a new stove, and we arrange that they get material of this nature. With paint, we send in a list of prospects, with class of work they are likely to be interested in, to the manufacturer whose line we handle, and the manufacturer co-operates with us by sending out latest matter pertaining to contemplated work.

The above shows the line-up of cars on both sides of the street photographed at the time of Dent Bros.' successful picnic at Bothwell, Ont. This picnic was the development of an idea emanating from the sale of motor cars, purchasers of automobiles being invited, and in addition, all the other customers of the store. In the "circle" are the three Dent brothers, who are responsible for this novel advertising and get-together event with their customers. The "arrow" points to the first Ford car bought in this district back in 1901*—it was right in the vanguard of the procession.*

A mailing list can be of distinct value when handled this way, and I know of no other way that would not reveal a large proportion of waste. We feel that every piece of advertising we send out goes direct to a possible customer. There is no overlapping if we can avoid it."

Newspaper Space Used

Space is also used in the local paper every week and Mr. Dent believes that they are getting very satisfactory results therefrom. The firm picks out definite, seasonable lines to advertiser, makes the appeal in a straightforward way, and following this policy, gets the maximum returns from the space they buy.

Good Windows

Linked up with newspaper advertising is that employed in the windows. A splendid store front faces the street and attractive and seasonable merchandise is always on display for customers to see. The displays are changed weekly.

The store arrangements are good, the merchandise being neatly and attractively arranged on shelving or in showcases or on the floor according to the class of goods.

Sells Automobiles

The firm handles automobiles, and dispose of about fifty every year. They used to handle garage work as well, but Mr. Dent stated that they found that too much was expected of them in the way of fixing up the cars, so turned all their work over to another garage man. The present arrangement works out nicely and they find merchandising the cars a profitable end of the business to take care of.

One Brother on Road

There are three brothers in the business, two of whom are in the store all the time, whereas the other brother is on the road all the time. The brother who looks after the outside work pays particular attention to selling motor cars, farm implements, cream separators, and kindred lines, besides stirring up a great deal of business for the other departments.

While the store was originally only interested in hardware there is now a flourishing grocery departemnt in another wing of the store. Whereas operated almost as a separate business, the grocery end is one which draws a large amount of its trade from customers who have patronized the hardware store for years. The two stores are joined by a door, but each has its separate entrance and display windows on the street.

Altogether the Dent Bros.' business is one of the progressive types. Good service and careful attention to detail are bringing them an increasing volume of business every year.

On Cash Basis

The business is run on a cash basis—the entire town as a matter of fact operating on this principle. Mr. Dent states they can see no falling off in trade since the plan was adopted and most certainly there are no losses through bad accounts.

THE PROPER CARE OF FOOD PRODUCTS

How various food commodities should be handled during the winter months to protect them against loss and deterioration.

THE great danger that faces fruits in the winter weather is that of frost. Most fruits are peculiarly sensitive to frost. Frost will utterly destroy soft fruits such as pineapples, and tomatoes. It will drive in the skin oils of oranges and other deciduous fruits and make them bitter and unsaleable. It will blacken bananas, and while not seriously affecting apples, will lower their keeping quality. Bananas should never be exposed to a cold draft or even to a sharp change of temperature. The same applies of course to pineapples and other fruits of a watery nature. Oranges and lemons should be kept in a cool temperature above freezing, and if used in window displays should never be permitted to come in contact with the glass. Apples can best be kept in a temperature of about freezing. When in barrels the barrels should be on their sides.

Canned Goods

Canned goods are an important part of the grocer's stock, yet little care often is given to their storage. They should be kept where possible in a dry, even temperature, between 40 and 50 degrees. The cases should be piled on their sides and should be clear of the walls, and raised a little from the floor. They should be examined at intervals, and where there is any indication of a burst can in a case it should be promptly removed

The Care of Cereals

Cereal products of every description should be kept in cool, dry, light storage. Most cereals, but more particularly flaked, uncooked cereals such as rolled oats, rolled wheat, etc., absorb odors readily, so that they should not be stored near products such as onions, oranges, lemons, etc., as they will absorb the odor. Under no circumstances should cereals be kept in damp, dark storage, as they will become mouldy in that event.

Moisture will cause rolled oats and cereal products to go musty and mouldy, and once they get into this condition it is impossible to bring them back to their original condition.

It is better to display cereal products on a bottom shelf, as there is always some heat close to the ceiling in any room, with the result that if they are placed on the top shelf they are subject to this additional heat. Any place on shelves say up to three-quarters of the distance would be a satisfactory place to display cereal goods. There is no objection to displaying such products as corn flakes at the top of a case as they are not affected by heat. They must however, be protected against moisture.

Weevils are often a serious cause of loss in cereal products such as flour, meal, rice, peas, beans, and package cereals. Where they are protected against excessive moisture as directed above, weevils will not propagate. Proximity to a heated stove will often cause weevils to appear in winter. Scrupulous cleanliness and kalsomining are preventatives. Care should be taken to inspect incoming goods, as a few weevils in a single package of goods may infect the whole store in a short space of time.

Handling Bottled Goods

Bottled goods should be protected against frost, which in many instances will cause the bottles to burst, or will cause deterioration in the product. Wrappers should not be removed from more bottles than are required for display. These wrappers are not only to keep the labels clean, but to protect the contents against light, which is an enemy of many varieties of bottled goods.

The Care and Handling of Cheese

Cheese should never be subjected to a freezing temperature. If frozen by mistake, the damage may be partially remedied by keeping it in an even temperature of 60 degrees for 10 days. Never store in the same room with onions, kerosene or fish as it will absorb odors. All cheese should be turned over once a week while in storage, and to prevent crumbling when cutting, the cloth bandage should be removed four or five days before it is to be used.

Olive oil should never be exposed to strong light or heat.

Humanizing Advertising to Make it Pull

The Freeze display announcements constitute studies in modern grocery advertising that are worth the consideration of every progressive merchant. They have the art of telling much in comparatively limited space, and telling in an effective and appealing way.

S. G. Freeze, of Calgary.

THE essence of all advertising is to sell goods. There are different ideas on how this can best be done. There are some who hold by a system of large display even in the advertising of the grocery store. There are others who contend that only a few lines can be effectively advertised at a time. But there are others who follow the generally growing policy of repression in the matter of display, who emphasize their selling arguments in a more restrained way, and who are not afraid that the number of lines advertised will destroy the effectiveness of the appeal.

Just such an advertiser is S. G. Freeze, of Calgary, Alta. His display announcements in the local newspaper constitute studies in modern grocery advertising that it would be well for every merchant in Canada to investigate. By the very tone and style of his advertisements he at once achieves all that the conservative metropolitan papers have done, not only in creating confidence, but in making his store a popular place in which to trade. He has gained the respect of the community, and his advertisements, packed to the limit with small type, quiet in style, and showing little open space, are nevertheless so attractive and so suggestive of special values as to be read religiously by the housewives. This form of advertising upsets all precedent, and all the supposedly modern ideas which urge an elaborate use of white space in order to focus and hold public attention.

In order to examine the general detail of the Freeze advertising one must refer to the reproduction of one day's announcement which accompanies this article. It will be observed that a heavy black border is used to give strength and prominence and contrast to the display. Round corners or "shoulders" are used with this border, being more pleasing to the eye. All Freeze advertisements have this border, and they are also run in the same three-column space, twelve inches in length. Moreover, they are run on one of the local news pages of the paper, usually on the same page for each insertion.

An announcement in the various advertisements such as "This ad. is for Saturday and Monday" indicate that space is taken in the newspapers on only three days a week. By this method the advertiser is able to use larger and more effective display than if his announcements appeared daily.

It will also be observed that instead of taking up a lot of valuable space with headlines across the top of the advertisement, these headlines are confined to 48-point type at the top of the first column, but are made so attractive and original as to command attention. Some of these captions are as follows:

"Aimed at you—This ad is intended to catch your eye for the express purpose of calling your attention to the many fine values."

* * * *

"Many Real Bargains are offered to mid-month buyers Saturday and Monday. Buy now for the balance of the month."

* * * *

"We try to do business to-day in such a manner as will inspire confidence to-morrow. We guarantee satisfaction."

* * * *

"Fruit headquarters — now, any time, or all the time. We carry the largest and most varied stocks of fresh fruits in the West. Call, phone or write us regarding your requirements."

* * * *

"Genuine clearance sale of fresh, clean, high-grade groceries. After inventory we find stocks rather heavy. We believe you will find it profitable to lay in supplies at the prices quoted. The quantities on some lines are limited, therefore order early. Goods delivered free to your home."

* * * *

"To-day's the day, preserving strawberries—We expect bout 100 crates of preserving strawberries to arrive from our various growers early this morning. Good strawberries are difficult to obtain this year, and the season will not last much longer except for a few crates coming in from late districts. These are always high. We invite you to come down and select your crate this morning."

* * * *

"Buying reliable goods is true economy—We guarantee to give you satisfaction in everything you buy from us."

* * * *

"Purity, freshness—and absolute cleanliness are factors that contribute to the pleasures of trading with us."

* * * *

"Full weight, full measure—and reasonable prices for first-class wholesome groceries."

* * * *

"Quality counts—Especially when the prices are so reasonable as those listed to-day."

To balance these single column captions and give the advertisement the necessary symmetry there is always a box inserted at the opposite top corner announcing in heavy black type "Extra Specials." Usually there are three lines of goods featured as unusual bargains, and these trade "stimulators" have the effect of making the entire advertisement appear a list of special offerings.

One of the prettiest features of this advertising is the successful methods employed to keep it from appearing dull or prosaic, as would otherwise be the case if it was simply packed with endless lists of small items. This is achieved by the use of boxes here and there to break up the heavy formation and rest the eye. These boxes for the most part contain spicy little messages, many of them of a personal nature, written in an unusual and original style. They have a wonderful effect in brightening up the advertisements, and in giving them a "newsy" appearance calculated to catch the eye and hold the attention. They mark this grocery house at the same time as a live

Busy as a Beehive

is what this store usually is, and today's ad. is simply "humming" with good things.

THIS AD IS FOR SATURDAY AND MONDAY

Canada Food Board License No. 8-0573

Fresh Fruits, Etc.

Fresh Ripe Figs from California just arrived.

Economy Jar Covers — Another shipment just arrived. Doz. 65c

Peaches — Elberta, freestone, 11qt. basket 35c

Crab Apples — 11-quart basket 70c; a case $1.20; case $2.20

Crab Apple—Hyslop—11-qt. basket 70c; case $1.45; case $2.75

Blackberries—Box 15c

Pears—Bartlett, case $3.00

Pears—The extra early variety, just fine to can whole without cores, 11-qt. basket 65c

Grapes—Basket 15c; basket 85c

Grapes—Tokay, lb. 20c

Grapes—Concord, 4-qt. basket $1.10

Strawberries, Persian Melons, Table Pears—Doz. 25c, 30c, and 35c

Cantaloupes—Rocky Ford, to the end

We are prepaid freight charges on Fruits and Vegetables according to our usual custom of prepaying the charges to every station we can reach at a profit, on each case peach or plum sold or larger.

Sicilian Prune Plums—One shipment only, while it lasts, 4-basket carrier $1.25

Bananas—Lb. 12c

Cherries—Slightly tart and fine for preserving 25c

Preserving Pears — A fine large pear, about 60 to the wrapped, $2.00; wrapped $2.25

Nectarines — Last shipment for the season, per crate $2.00

Plums—Red, blue, green or yellow, 11-qt. basket 65c, case $2.15

Apples—Some 1 inch to 2 inches, case $1.40, some fine cookers at 45c, case $2.25, some of the original Wine Sap, Spencerville, Delicious, etc., at 25c, case $3.25

Home canning booklet, by Mrs. R. J. Hearnden, per copy 20c.

Greengages—Fine crates $2.40, basket 65c, 4-basket crate $2.50

Blackberries—Fine for canning, 16 to the crate, $1.50; crate, 25c, basket 10c, 16 to the crate, $1.40

Peeling Corn—Per dozen 20c

Sicilian Prune Plums—Case $1.75

Charge accounts — We run them with responsible citizens

Lemons—Large, 50c per doz.; 360 size, per doz. 25c

Oranges—Lge. 50c, 60c, 70c, 75c

Means canning season is on.

Means canning season is almost over.

Fresh Vegetables, Etc.

White Pickling Onions—7 lbs. for 25c; per bag about $1.50; per qt. 10c

Green Tomatoes—7 lbs. 25c; per bushel $1.25; ripening, per bushel $1.45

Cooking Onions—per lb. 5c

Fresh Red Peppers expected Monday

Sweet Potatoes, Garlic, Mild, also Hot Peppers, Green Corn

Green or Yellow Beans—per lb. 15c

Pickling Cucumbers—per lb. 5c; per doz. 20c

Cabbage—per lb. 5c; per doz. 60c

Celery—per bunch 15c

Ripe Tomatoes—1 lb. 10c; 11-qt. basket 65c; 4-qt. basket 25c

Hubbard Squash, Vegetable Marrow, Pumpkin—1 lb. for 5c

Sliced Cabbage—per lb. 5c; per doz. 60c

Head Lettuce—10c, 2 for 25c

Green Peppers—per doz. 15c

Parsnips—per lb. 5c

Cauliflowers—per head 25c

Yellow Turnips—per lb. 2½c

White Turnips—per lb. 2½c

Heirloom Tomato Paste Olive Soap Coupons.

Cucumbers—5c or 3 for 10c

Beets—per lb. 5c

Radish, Lettuce, Green Onions—per bunch 10c

General Groceries

Tomato Ketchup—Reg. 25c bottle. We redeem Tomato Paste Olive Soap Coupons.

EXTRAORDINARY VALUE IN SALAD DRESSING.

Mrs. Hemphenstall's can than 4 ounces, Non-perishable, 5c, 10c, 15c and 20c

Out-of-Town Customers please write for our September Price List. Now ready.

Tomatoes—large No. 2½ tins, per tin 21c

Vegetable Soup—Dominion, per tin 25c

THE SALVATION ARMY RED SHIELD COMPETITION Sept. 10—11—12

Extracts — Lemon, Strawberry, Raspberry, Vanilla, Peppermint, per bottle 10c

Push Flour Brooms Special—4-sewn, Reg. Value for $1.10; for $1.00

Fruit Jars—Pint, per doz. $1.25; quart, per doz. $1.40; 2-qt. size, per doz. $1.60; 2-qt. wide mouth, per doz. $1.35; Quarts $1.10; Pints $1.00

Evaporated Milk—Carnation, Pacific, 3 tins 25c; per doz. $2.10

Quick Puddings—A variety, per pkt. 17c

Malt Vinegar—Heinz, per bottle 35c

Flour Brooms—A variety of sizes according to your wishes, at prices ranging from 75c to $1.75. Our object in preparing the prices is to enable you to buy a broom that will last you a long time, and at the same time be cheap enough to be within the reach of all purses.

Sicilian Prune Plums—One shipment only, while it lasts, 4-basket carrier $1.25

Bananas—Lb. 12c

Cherries—Slightly tart and fine for preserving 25c

Preserving Pears — A fine large pear, about 60 to the wrapped, $2.00; wrapped $2.25

Nectarines — Last shipment for the season, per crate $2.00

Plums—Red, blue, green or yellow, 11-qt. basket 65c, case $2.15

Apples—Some 1 inch to 2 inches, case $1.40, some fine cookers at 45c, case $2.25, some of the original Wine Sap, Spencerville, Delicious, etc., at 25c, case $3.25

Home canning booklet, by Mrs. R. J. Hearnden, per copy 20c.

Greengages—Fine crates $2.40, basket 65c, 4-basket crate $2.50

Blackberries—Fine for canning, 16 to the crate, $1.50; crate, 25c, basket 10c, 16 to the crate, $1.40

Peeling Corn—Per dozen 20c

Sicilian Prune Plums—Case $1.75

Charge accounts — We run them with responsible citizens

Lemons—Large, 50c per doz.; 360 size, per doz. 25c

Oranges—Lge. 50c, 60c, 70c, 75c

Means canning season is on.

Means canning season is almost over.

Rubber Rings—Dozen 10c extra

While the war is on we reserve the right to alter prices on all lines—either up or down (without notice), also to limit quantities sold.

Meats and Provisions

Limburger Cheese — Lb. 30c

Farmers' Cheese — Lb. $1.65; Tub $1.25

Bacon — Lb. 35c

Dominion Cheese — Lb. 30c

Cheese — Lb. 25c

OLEOMARGARINE — Reg. 35c, for 31c

Cooked Ham — Lb. 55c

Bologna Sausage — Lb. 22c

Cheese — Domestic, Swiss, Roman Parmesan, Limburger

Dill Pickles — Each 25c

Baked Beans — Lb. 45c

Brick Cheese — Lb. 30c

Cod Fish — Lb. 25c

Soup — Campbell's Tomato or Chicken Just arrived

Campbell's Baked Beans — No. 2 tin 25c; dozen $2.80

Apple Jelly, Chunax Compound, large wooden pail, special $4.50

Soda Biscuits — In wooden boxes of about 20 to 24 lbs., per lb. 18c

Table Salt — Special 3 packs 20c

Paprika — Shaker bottle 15c

Gem Soups — On sale, 6 pkgs. 25c

Blanc Mange, Birds, 2 pkgs. 25c

Paper Pie Plates — 10 for 10c

Tarragon Vinegar — Heinz, bot. 30c

Chutney Sweet Mango or Bengal Chili bot. 95c

Water Ice Wafers — Lb. 70c

Biscuits — McCormick's Aviator, 70c lb.; 4-lb. 25c

Jelly Powders — On sale 3 pkgs. 25c

Elmco Fruit Jar Holders — Each 15c

Canned Fruits, Jams, Etc.

Honey — No. 2½ tin 95c

Syrup — Lyle's, tin 50c

Empty Cracks — Each 5c

Orange Marmalade — Lb. 30c

Apricots — Special, 2 tins 45c

Mixed Pickles — Special, bottle 25c

Apple Butter — Reg. 30c tin 25c

Baking Powder — Special, 12-oz. tin 25c

Junket Tablets — 10 for 15c

Farina or Wheatlets — Special, 2 pkgs. 25c

Pickles — Sweet and Sour, per doz. 40c

Unsweetened Chocolate — Cake 25c

Queen Olives — Reg. 50c jar 40c

Shelled Walnuts — Reg. 35c, Special 33c

Yellow Sugar — Lb. 9c

Pickles — Large mixed, per doz. 25c

Olive Oil — Pure Italian, large bottle $2.65

Tomato Ketchup — Reg. 30c bot. 25c

Maple Sugar — Pure, reg. 25c, for 22c

Liquid Cedar Wax — Reg. 35c 30c

Silver Cream Polish — Reg. 25c 22c

Jiffy Jell — Reg. 20c 17c

Worcester Sauce — Halford's, reg. 45c 43c

Fly Catchers — Each 10c

Date Butter — Reg. 25c 22c

Chili Sauce — Reg. 15c 10c

Sprratt's Dog Biscuits — Lb. 20c

Barley Flour — A fine, fresh flour for cakes and scones, lb. 10c

Maple Butter — Reg. 15c 12c

Cheques — We will gladly cash cheques for any amount, large or small, for customers.

Seeds and Spices for Pickling — Mustard, Coriander, Cucumber, Celery, Mixed Pickling Spice, Mixed Pickles, Cloves, Ginger, Cinnamon, Allspice, Pepper, Mace, Cayenne, Turmeric, Celery Salt, Celery Seed, Mustard Seed, Dill Seed, Onion Salt, Garlic Salt, Whole Ginger, Large Mixed Pickling Spice, Ground Ginger.

EXTRA SPECIALS

SATURDAY AND MONDAY

MAPLE SYRUP — Pure. Reg. 85c bottle 75c

TOILET SOAP — Reg. 3c cake, 7 for 25c

FURNITURE POLISH, Varnolite — Regular 50c bottle 37c

Seasonable Drinks

Wines — Per gal. $1.00

Grape Juice — Per bottle 35c

Dalton's Orangeade or Lemonade — Per bottle 25c

Black Raspberry Vinegar — Per bottle 35c

Ginger Wine — Per bottle 35c

Golden Rule Bread is delicious

Cider — Per gal. $1.00

Grape Juice — Per gal. $1.75

Grape Juice — Per bottle 25c

Sherbet — Per pkt. 30c

Apple Stuff or Dry Ginger Ale — Per bottle $1.50

Lemonade Powder — Per pkt. 25c

Lime Juice — Per bottle 40c

Temperance Beer — Per bottle $1.50

Lager — Per bottle $2.00

Health Salts — Per bottle 15c

Lime Juice — Per bottle 30c

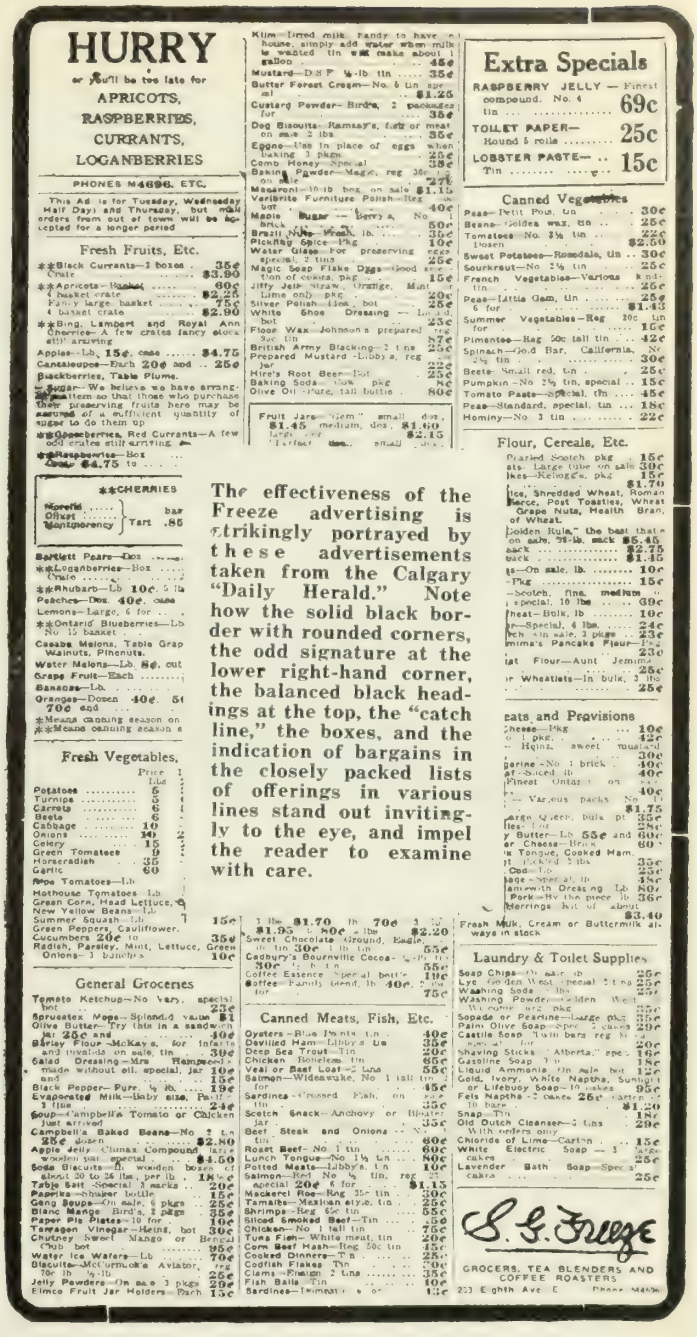
$1.00

S. G. Freeze

GROCERS, TEA BLENDERS AND COFFEE ROASTERS

253 Eighth Ave. East Phone M4604

In the list of fresh fruits a single star opposite some items means "Canning Season On," while those preceded by the double star are marked to indicate that the canning season will soon be over. The Calgary public has long been educated to these signs. The advertisements of the S. G. Freeze store are different. They have an individuality all their own. It will be observed that it is used on a local news page.


HURRY

or you'll be too late for

APRICOTS,
RASPBERRIES,
CURRANTS,
LOGANBERRIES

PHONES M4696, ETC.

This Ad is for Tuesday, Wednesday (Half Day) and Thursday, but mail orders from out of town will be accepted for a longer period

Fresh Fruits, Etc.

**Black Currants—2 boxes for 35c
Crate $3.50

**Apricots—Basket 60c
4 basket crate $2.25
Extra large, 4 basket crate $2.90
4 basket crate $2.90

**Bing, Lambert and Royal Ann Cherries—A few crates fancy stock still arriving

Apples—Lb. 15c, case $4.75

Canteloupes—Each 20c and 25c

Blackberries, Table Plums.

Sugar—We believe we have arranged item so that those who purchase their preserving fruits here may be assured of a sufficient quantity of sugar to do them up

**Gooseberries, Red Currants—A few odd crates still arriving

**Raspberries—Box 25c
Crate $4.75 to $5.50

**CHERRIES
Norfolk bar
Ohxyt Tart .85
Montgomery

Bartlett Pears—Doz.

*Loganberries—Box
Crate

**Rhubarb—Lb. 10c, 5 lb

Peaches—Doz. 40c, case

Lemons—Large, 6 for 25c

**Ontario Blueberries—Lb. No. 12 basket

Cocoa Nuts, Table Grapes, Walnuts, Pineapple.

Water Melons—Lb. 8c, cut

Grape Fruit—Each 10c

Bananas—Lb. 12c

Oranges—Dozen 40c, 50c, 70c and 80c

*Means canning season on

**Means canning season

Fresh Vegetables,

	Price	Lbs.
Potatoes		
Turnips		
Carrots		
Beets		
Cabbage		
Onions		
Celery		
Green Tomatoes		
Horseradish		
Garlic		

Ripe Tomatoes—Lb.

Hothouse Tomatoes—Lb.

Green Corn, Head Lettuce, New Yellow Beans—Lb. 15c

Summer Squash—Lb. 7c

Green Peppers, Cauliflower.

Cucumbers 20c to 35c

Radish, Parsley, Mint, Lettuce, Green Onions—3 bunches 10c

General Groceries

Tomato Ketchup—No Vars., special bot. 23c

Sprucetex Mops—Splendid value 25c

Olive Butter—Try this in a sandwich Jar 25c and 30c

Barley Flour—McKay's, for infants and invalids on sale, tin 30c

Salad Dressing—Mrs. Hemphenstall's, made without oil, special, jar 10c and 15c

Black Pepper—Pure, ½ lb. 19c

Evaporated Milk—Baby size, Pacific, 3 tins 24c

Soup—Campbell's Tomato or Chicken Just arrived

Campbell's Baked Beans—No. 2 tin 25c; dozen $2.80

Apple Jelly, Chunax Compound, large wooden pail, special $4.50

Soda Biscuits—In wooden boxes of about 20 to 24 lbs., per lb. 18c

Table Salt—Special 3 packs 20c

Paprika—Shaker bottle 15c

Gem Soups—On sale, 6 pkgs. 25c

Blanc Mange, Birds, 2 pkgs. 25c

Paper Pie Plates—10 for 10c

Tarragon Vinegar—Heinz, bot. 30c

Chutney Sweet Mango or Bengal Chili bot. 95c

Water Ice Wafers—Lb. 70c

Biscuits—McCormick's Aviator, 70c lb.; 4-lb. 25c

Jelly Powders—On sale 3 pkgs. 25c

Elmco Fruit Jar Holders—Each 15c

Klim—Dried milk. Handy to have in house, simply add water when milk is wanted tin will make about 1 gallon 45c

Mustard—D.S.F. ¼-lb. tin 35c

Butter Forest Cream—No. 6 tin special $1.25

Custard Powder—Birds, 2 packages for 35c

Dog Biscuits—Ramsay's, fish or meat, on sale 2 lbs. 35c

Eggno—Use in place of eggs when baking 3 pkgs. 25c

Comb Honey—Special 35c

Baking Powder—Magic, reg. 30c, on sale 27c

Macaroni—10-lb. bag, on sale $1.15

Veribrite Furniture Polish—Reg. bot. 40c

Maple Sugar — Berry's, No. 1 brick 50c

Brazil Nuts—Fresh, lb. 35c

Pickling Spice—Pkg. 10c

Water Glass—For preserving eggs, special, 2 tins 25c

Magic Soap Flake Dyes—Good assortment of colors, pkg. 15c

Jiffy Jell—Straw, Orange, Mint or Lime only, pkg. 20c

Silver Polish—Lion, bot. 25c

White Shoe Dressing — Lion, bot. 25c

Floor Wax—Johnson's prepared, 9oz. tin 87c

British Army Blacking—2 tins 25c

Prepared Mustard—Libby's, reg. jar 22c

Hire's Root Beer—Bot. 25c

Baking Soda—Flow, pkg. 8c

Olive Oil—Pure, tall bottle 80c

Fruit Jars—"Gem" small, doz. tin $1.45; medium, doz. $1.60; large, doz. $2.15; Perfect, doz. small $1.35

Extra Specials

RASPBERRY JELLY — Finest compound. No. 4 tin 69c

TOILET PAPER — Round 5 rolls 25c

LOBSTER PASTE — Tin 15c

Canned Vegetables

Peas—Petit Pois, tin 30c

Beans—Golden wax, tin 25c

Tomatoes—No. 3½ tin, Hoaen 22c

Sweet Potatoes—Rowedale, tin 30c

Sourkraut—No. 2½ tin 25c

French Vegetables—Various kinds, tin 25c

Peas—Little Gem, tin 25c
6 for $1.43

Summer Vegetables—Reg. 10c tin for 15c

Pimentos—Reg. 50c tall tin 42c

Spinach—Gold Bar, California, No. 2½ tin 30c

Beets—Small red, tin 25c

Pumpkin—No. 2½ tin, special 15c

Tomato Paste—Special, tin 45c

Peas—Standard, special, tin 18c

Hominy—No. 3 tin 22c

Flour, Cereals, Etc.

Pearled Scotch, pkg. 15c

Oats—Large tube on sale 30c

Flakes—Kellogg's, pkg. 15c

Rice, Shredded Wheat, Roman Barley, Post Toasties, Wheat Grape Nuts, Health Bran, Force, Malt of Wheat.

Golden Rule, the best that is on sale, 24-lb. sack $5.45
sack $2.75
sack $1.45

Oats—On sale, lb. 10c

Pkg. 15c

Oats—Scotch, fine, medium or special, 10 lbs. 69c

Wheat—Bulk, lb. 10c

Oats—Special, 4 lbs. 25c

Porridge—On sale, 3 pkgs. 25c

Gemima's Pancake Flour—Pkg. 23c

Flour—Aunt Jemima 25c

Wheatlets—In bulk, 3 lbs. 25c

Oats and Provisions

Cheese—Pkg. 10c

Pkt. 12c

Heinz, sweet mustard 30c

Margarine—No. 1 brick 30c

Cheese—Sliced lb. 40c

Fresh Ontario 40c

Various packs, No. 1 $1.75

Large Queen, bulk, pt. 35c

Olives, bot. 25c

Butter—Lb. 55c and 60c

Cheese—Brick 60c

Tongue, Cooked Ham, Pkt. Sliced 5 lbs. 35c

Cod—Lb. 25c

Sausage—Special, lb. 15c

Salmon—with Dressing, lb. 30c

Pork—By the piece lb. 36c

Herrings, bot. of about 30 $3.40

Fresh Milk, Cream or Buttermilk always in stock

Laundry & Toilet Supplies

Soap Chips—In sack, lb. 25c

Lye—Golden West, special 2 tins 25c

Washing Soda—lb. 25c

Washing Powder—Gilden West, 3 lbs. for 25c

Sapolio or Pearline—Large pkg. 25c

Palm Olive Soap—Special 2 cakes 25c

Castile Soap—Twin bars reg. 15c, special 10c

Shaving Sticks—Alberta, special 16c

Gasoline Soap—Lb. 15c

Liquid Ammonia—In bulk, bot. 12c

Gold, Ivory, White Naptha, Sunlight or Lifebuoy Soap—10 cakes 95c

Fels Naptha—5 cakes 25c; carton of 10 bars $1.20

Soap—Tin 10c

Old Dutch Cleanser—2 tins 25c
With orders only

Chloride of Lime—Carton 15c

White Electric Soap — 3 large cakes 25c

Lavender Bath Soap—Special, 3 cakes 25c

S. G. Freeze

GROCERS, TEA BLENDERS AND COFFEE ROASTERS

253 Eighth Ave. E. Phone M4604

The effectiveness of the Freeze advertising is strikingly portrayed by these advertisements taken from the Calgary "Daily Herald." Note how the solid black border with rounded corners, the odd signature at the lower right-hand corner, the balanced black headings at the top, the "catch line," the boxes, and the indication of bargains in the closely packed lists of offerings in various lines stand out inviting-ly to the eye, and impel the reader to examine with care.

institution. Such cheery, attractive messages are infectious. People like to do business in a prosperous, bustling establishment. Some of these box items picked at random are as follows:

Through a mix-up, a shipment of New Green Corn, Celery and Green Peppers failed to reach us, but we have a telegram saying more is being shipped in time to reach us Friday or Saturday morning.

B. C. GRANULATED SUGAR

20-lb. sack $2.29
With grocery orders of $1.00 or more.

SOMETHING NEW FROM THE HAWAIIAN ISLANDS

Delicious Jams Mango, Banana or Pineapple; tin 40c

Extra fancy Barbadoes molasses just arrived.

Fruit Jars—We have them when you need them.

OGDEN DELIVERY

We deliver to Ogden every Tuesday morning, leaving store at 8 a.m.

We sell postage stamps and express money orders.

CREDIT ACCOUNTS

Those desiring to open credit accounts kindly call at our office for particulars.

WANTED

We desire to buy some No. 1 beets, turnips, and carrots.

SATURDAY WILL BE HEINZ DAY IN OUR STORE

You are invited to call and sample some of the famous "57" varieties. A special representative will be present to explain why these lines taste so good. You will not be asked to buy.

Our store will be closed all day Saturday, except the Fruit Department, which will be open same as other fruit stores.

A great many of our out-of-town friends have been purchasing their preserving fruit from us for so many years that they now write us as follows: Enclosed please find $——, for which please send me so and so when you think quality and price is right.

Enough said. All money over is returned.

TO OUT-OF-TOWN CUSTOMERS

We regret there has been delay in getting out our Price List for this month, but we hope to have same mailed about the 15th inst. This issue will cover February and March, but will be mailed monthly thereafter. Orders received meantime will be attended to as usual.

The real force behind this advertising is the extraordinary number of small individual items that go to make it up. In the three column 12-inch space used there are usually from 200 to 250 articles of goods advertised, with the price of each indicated in strong black-face type. There are few advertisers who are able to display this number of items in one whole page of space. An apparent effort is made to get one item to a line wherever possible, but there are occasional items which are very attractively described, as for instance:

Barbadoes Molasses, in bulk, extra fancy, lb., 20c; gal., $2.20. Send us your jar to be filled.

Grapelade—Welch's. A pure, delicious spread made from whole ripe Concord grapes, without skins or seeds. Tin, 25c, 50c, 75c.

These small items in such great abundance make the advertisement look newsy, and convey the impression of a big, busy, well-stocked store. The various items are systematically split up under various departments, with fruit and vegetables almost always heading the list. The various sub-headings include: General groceries, meats and provisions, canned meats, fish, etc., canned fruits, jams, etc., cereals and breakfast foods, laundry and toilet supplies, evaporated fruits, teas, coffees, etc.,

Eggno—Saves eggs in baking. Package for 10c.

Corn on cob—Extra fine; tin containing about six large ears, $1.00.

Coffee—The "Golden Rule" blends, fresh roasted, fresh ground, always uniform.

From time to time advantage is taken of the opportunity to present seasonable goods as in the case of the Lenten season when fish was advertised in this manner:

FISH! FISH!

For Lenten Season

Canned — Smoked — Pickled

Salmon—Alaska Cod, 50c tin	42c
Lobster Paste—(For sandwiches), on sale, tin	17c
Golden Haddies—Reg. 30c tin	27c
Mackerel Roe—Reg. 35c tin	30c
Clam Juice—Large tin	30c
Sardines—Jutland, 2 tins	25c
Finnan Haddie, lb.	20c
Kipperines or Boneless Smoked Herring Strips, 2 lbs.	45c
Pickled Herrings—Holland style.	
10-lb. keg	$1.75
25-lb. kit	$3.40
Digby Chicks—Reg. 40c box	34c
Crab Meat—Extra quality, tin	60c
Shrimps—Wet or dry, tin	30c
Codfish—Acadia, box	55c
B.C. Herrings—Special, tin	10c
Spiced Herrings—Each	5c and 10c
Fresh Oysters arriving frequently.	
Chicken Haddie—Delicious fish. Reg. 30c tin	27c
Clams—Finest eastern, tin	25c

In the heat of the summer the following suggestions were made with regard to the purchase of picnic basket supplies and cool drinks:

FOR YOUR PICNIC BASKET

Ginger Ale—McLaughlin's Dry, doz.	$1.85
Apple Staff—Dozen	$2.00
Lemonade or Orangeade—Dalton's, bot.	35c
Grape Juice, Lime Juice, Ciders.	
Temperance Beer—Silver Spray, doz.	$1.50
India Pale Ale, doz.	$1.50
Potted Meats—3 tins	25c
Corned Beef—Fray Bentos, 2 tins	95c
Lunch Tongue—Reg. 75c, tin	69c
Deviled Ham—Genuine, tin	35c
Lobster Paste—For sandwiches, tin	20c
Pickles, Olives, Peanut Butter, Salad Dressing, Sardines, Salmon.	
Soda Crackers—Salted or plain; pkg.	15c
Cooked Meats, Cream Cheese.	

FREE AT FREEZE'S

Free Coffee! Free China!

This week from Tuesday to Saturday, inclusive, we are demonstrating our famous "Golden Rule" Coffee. Are you a Coffee enthusiast? If so, come in and taste it—it's worth while.

Calgary's Great Refresher

Important—We have purchased especially for this demonstration a very pretty China Tea Service, and at the close we will give this away—absolutely free. All coffee customers will have an equal chance of securing it. A sealer containing "Golden Rule" coffee beans will be placed on the counter, and the customer guessing the correct—or nearest correct—number of beans in the jar will receive the tea set. In the event of two or more guesses being correct the set will be awarded to the first correct guess received.

Demonstration daily, 10 to 12 and 3 to 5.

A constant effort is made to build up public confidence, and the use of the words "Golden Rule" comes strongly into play in this respect. In fact, since its inception this store has endeavored to couple this sterling old motto with its name. A specialty is made of blending and roasting coffee. Special blends of tea are also prepared by an expert and these commodities, together with flour sold by the firm, are known as the "Golden Rule" brands.

In the sale of practically every line of goods in addition to the regular price for individual articles there is always a quotation for bulk purchases. For instance, potatoes are offered in 100 pounds and in ton lots; apples are sold by the box; fruit by the crate; canned goods by the dozen tins; coffee and tea in three pound packages and flour by the sack. In order to guard against mistakes which may occur in the advertisements, the proprietor runs this brief announcement at the bottom of every insertion: "We reserve the right to alter prices on all lines either up or down without notice, also to limit quantities sold."

Two strong features of this advertising are the placing of the telephone number in the same position every time beneath the brief introductory paragraphs, and the use of the facsimile of the proprietor's signature in strong, bold writing at the bottom of every advertisement. This gives a personal touch to the advertisement and creates confidence in it, even as a personally signed letter takes pre-

A Winning Christmas Display

THE window of C. J. Bamford, Dundas St. West, Toronto, which won the 2nd prize in Class A of the Christmas Window Contest, does not show to best advantage in the photo. It is a window of unusually novel design that demonstrates its ability to sell goods. The window was made up of two designs at each end of window of nuts, currants, raisins, peel, candies of all kinds, a stand in the middle of bottle goods, olives and Xmas novelties. Circular background, filled in with maple leaves, stockings and fancy twisted paper.

cedence over the ordinary type of form letter. Another feature of this store is its system of getting out price lists once a month to be mailed to its out-of-town customers, constituting a mail order business that must bring in very excellent results.

From time to time there are decided innovations tried out in connection with this Calgary store. Recently, the following anouncement appeared in the centre of its three column advertisement. It speaks for itself:

Any merchant who is in the habit of preparing advertising copy can see at a glance that these announcements of S. G. Freeze were prepared with great pains and at the expense of considerable time. Here is one merchant who realizes the full value of costly newspaper space, and who "cashes in" on every inch he uses. But then is it not worth while to put in an hour or two at work on an advertisement that will help to keep business humming during the next couple of days? It is results that count, and this firm appears to be getting results.

KEEPING THE MERITS OF CASH BEFORE THE CUSTOMER

(Continued from page 129)

recommend a small store like his to spend in advertising, but he spends about 65 dollars a month; and he claims that the expenditure is justified and is producing creditably. Mr. Kelly has had his experience in credit business. "There is no doubt you can sell more groceries on the credit plan, to each customer, but until they are all paid for you have no reason to flatter yourself. I can think of one instance of that. A young lady that used to trade with me here, and ran an account, offered me twenty-five dollars on a seventy-five dollar account one day, and I said that the account could not be carried on on that basis—I told her that she was living beyond her means—that she used more extravagant food than I could afford for myself, and I couldn't afford to carry on. She paid up. Her weekly bill used to be fourteen to fifteen dollars." "Did she leave you?" we asked. "She did not," said Mr. Kelly, "but although she buys practically all her groceries from me now, she pays cash realizes what things cost, and her weekly bill runs from four to five dollars a week."

H. B. Gardner, for a period of 48 years identified with the cigar manufacturing business in Brantford, Ont., died recently in that city.

Has Built Up Business in Hunters' Supplies

Fred McKey, Dorset, has developed a remunerative line of business by catering to the hunters' needs. Formerly they brought their supplies with them. Now instead they write ahead for Mr. McKey to make up their order. A big business is also done in trappers' supplies.

"THEY used to ship their own supplies into their hunting camps, but now they can buy just as well, almost at the gateway of their hunting grounds," stated Fred McKey of Dorset, Ont., in telling CANADIAN GROCER of his methods in catering to hunting parties in the North Country. Dorset, a little village, the terminus of the Lake of Bays steamers, is a busy little centre. It posseses three general stores, all reporting thriving business. In the summer the tourist populace provides considerable trade, for in the district there are many summer hotels and cottages. In the fall the hunters begin to come. In the early part of the season, duck shooting is the sport, and then when the regular deer hunting season opens on November the first, there is a regular influx of hunters. In fact, the district is truly a sportsman's paradise, for when hunting is off the calendar, there is fishiny, and old-timers claim it is always good in the Lake of Bays region. With its numerous bays and secluded spots the guides of the North Country know just the place to take you, where the best possible catch can be made.

Mecca For Hundreds of Hunters

The steamers operating on the Lake of Bays out of Huntsville, continue their service until the hunting season is over, and Dorset is the Mecca for hundreds of hunters each year. In this part of Muskoka, the district is well known for its game. Hollow Lake, Fletcher Lake, Lake of Bays, and Ox Tongue River are familiar names to many sportsmen. Here the forest is thick and extended, and there is no limit, it would almost seem, to the territory, in which the hunter may seek his prey. Deer and fish abound, and the sportsman can enjoy to his heart's content all the pleasures of the wild.

From the South and Northwest

"They come from as far south as Georgia, and from the Canadian Northwest, to hunt up here," Mr. McKey told the CANADIAN GROCER representative on the occasion of a recent visit. "The parties usually vary from five to twelve members. We have been in business here for the past fifteen years, but it is just the last few years that we really have gone after the hunters' business. We have always done a fairly good trade in the fall and winter with lumber camps, but the big business has usually been in the summer with the tourists. Hunters have been coming for a great many years, but they nearly always brought their own supplies for the two weeks that they would be here. But now they are not doing it to any extent. I have made a point to give them the best possible service in the way of supplies, and there is nothing that they can secure in the large centres, in the way of necessaries, that cannot be got in my store."

Saves Hunters Much Trouble

Many of them come long distances, Mr. McKey pointed out, and it is a matter of great convenience to them if they can be saved the trouble of carrying a lot of baggage. "I have established a connection," he added, "with a great man parties who come yearly to Dorset. They write me a couple of weeks ahead of the day of their arrival, and I have their orders filled and packed, ready for transportation to their shanty in the woods. Getting after this hunting trade is a big thing in the fall, and it has provided a remunerative source of business at a time when otherwise, conditions would be a little dull and slow." Mr. McKey does not lose sight of his customers in this regard, and long before the season opens, he gets in touch with them through the mails, with a view to an early receipt of their orders. He has found that this method has in almost every instance been worth while. It provides a service that is appreciated by the hunter, and facilitates in a very marked degree, the plans and arrangements of the various parties.

Service a First Essential

Long experience in catering to this trade, has taught Mr. McKey just the very things that the hunter will ask for. Canned meats, vegetables and fruits, and canned milk, prepared soups, baked beans, and in fact, almost every thing represented in the grocer's stock, and he makes it a point to always have an exceptionally full stock at this season. Apart from a well stocked grocery store, where all manner of provisions may be had, Mr. McKey will supply guides, canoes, guns and ammunition. He has mackinaw coats, shoe packs and rubbers. In fact that is nothing in the whole category of hunters' needs, that he has not. The sportsmen going to the Muskoka district realize this, and appreciate the service that is provided in this little Northern village. Their supplies are ready for them, when they arrive at the gateway of their camp.

His Best Advertisement

This feature of Mr. McKey's business has grown each year, and he has found that efficient service has been his best advertisement. One party tells another, and so the trade has grown. This department of Mr. McKey's business has been a great boon. This part of the country is very poor for farming. In fact, Mr. McKey remarked to CANADIAN GROCER, "if I depended on the farmers up here I would starve." The district is sparsely settled, as far as farmers are concerned, and the village boasts of a resident population of not many more than one hundred.

Continued on p. 173

Successful Window Dressing in Smaller Towns

The Feeling That is an Opportunity That is Denied the Merchant in the Smaller Centre—Is Hardly Borne Out by the Facts—Some Illustrations Given Herewith Demonstrate That the Small Town is no More Limited in This Regard Than the Large City

THERE is a somewhat general feeling that the selling agency of an attractively dressed window is an advantage that belongs to the city rather than to the smaller town. It is often urged that the dealer in the smaller locality cannot afford the outlay necessary for elaborate window dressing, that his windows are not suitable for display, and that even if he did display goods in an attractive manner, it would not affect his trade, because everyone in the community knows him, and knows that he handles these goods.

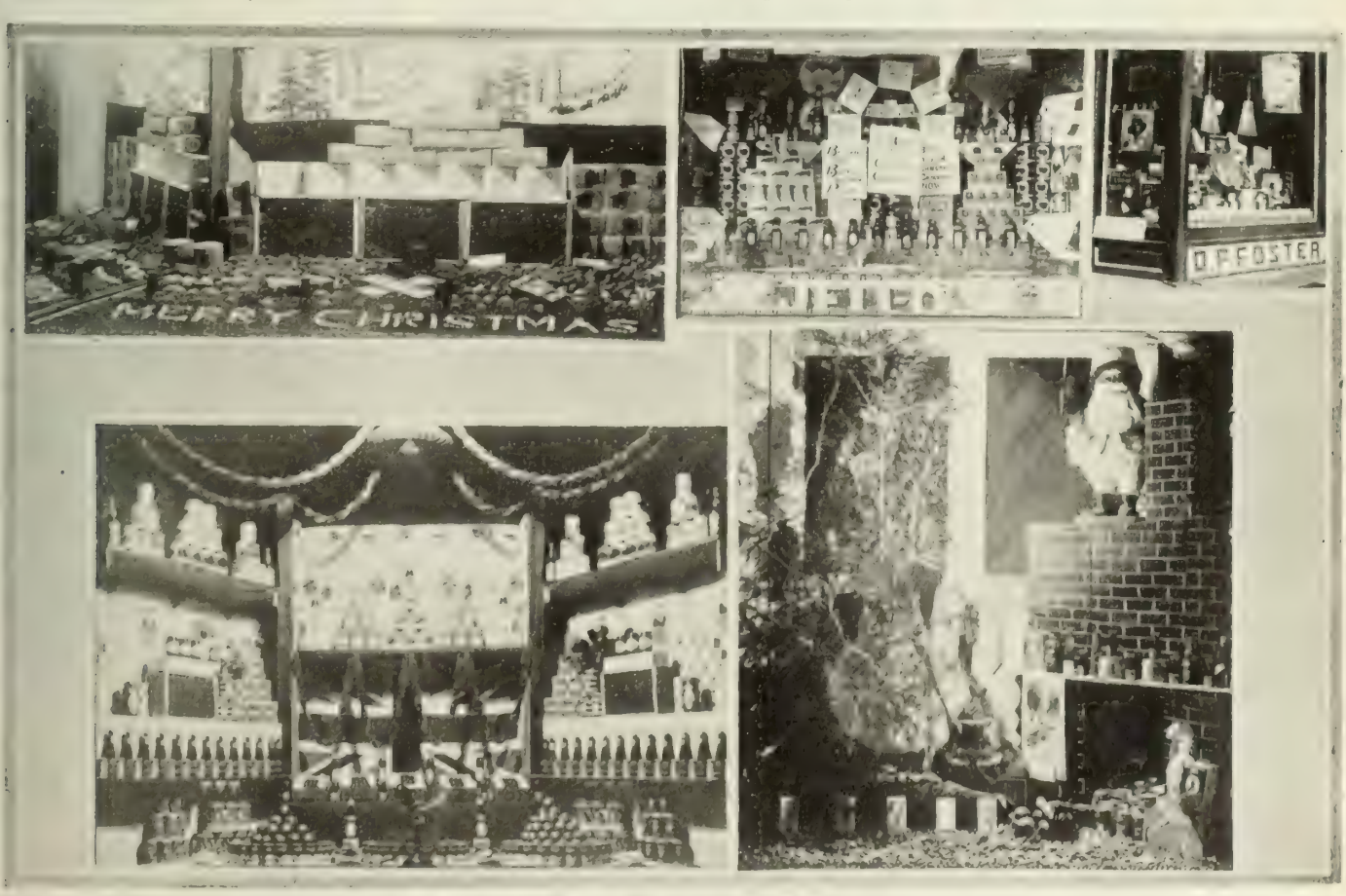
A visit to many of the smaller towns and villages mayes it decidedly manifest that whether they make a definite policy of neglect or no, that a very large number of merchants are missing the greatest selling argument they have, that of display.

A Good Window Not Necessarily Difficult

A half-hearted pitching in of a few odds and ends into the window is about all the effort amounts to, an effort that might just as well be saved. Not that there is any great necessity for elaborate schemes, or complicated array to make a window effective. An Ottawa merchant having received a new shipment of English vinegar in barrels, and having little time to dress his window, adopted the scheme of moving one of the barrels into the window, knocking out the head, and turning the barrel on its side, let the sawdust and bottles pour out on the floor of the window in a natural stream. That could not be called an elaborate window display, nor yet one that was beyond the resources of any merchant, but it sold the goods in a way that the merchant had not dreamed possible. It showed a picture that caught the attention, and suggested quantity, which has been proven time and time again as one of the most effective ways of spurring on sales.

A Mistaken Theory

Of course, the most deadly theory is that people know that the merchant carries the goods. In a measure of course, everyone understands that when you want food products you go to Jones, the grocer, to get them. But if Jones the grocer is contented to sit still and wait for people to come and buy the thing that their own imperative needs suggest. He will do a good trade in sugar and flour, and a few other of the good old staple lines on which it is fairly generally conceded that he makes no profit, but the trade will end there, and probably the only person to know that he really carried a good stock of goods will be the bailiff. To sell goods, people must be told, and told and told again about them. This may be done by advertising in the local paper, where it catches the eye of many, or by window display, where it may be that it catches the eye of few. But, however few may see the window, if it is effectively used it will be a great drawing card, for it is an established fact that pictures attract



Some effective window displays, the details of which are treated in the article

Trenton, Ont., is a place of something less than 8,000 inhabitants, yet the display illustrated herewith would do credit, in its artistic conception, attention-getting quality, and actual sales value to the largest city store. The emphasis laid upon the Christmas special delivery, is stressing a point of particular importance at that season.

the attention quicker than anything else, and window displays are just that—pictures.

Pointing A Moral With Pictures

It is simple enough to make a case against the merchant who does not make the best use of his windows, but probably the best way to point the moral is by calling attention to some merchants who do. And it is to be remembered that these merchants do not live in large cities, but in places of varying size, anywhere from 800 population to 8,000.

In the composite photo shown on page 149 the picture in the upper left hand corner and the lower right hand corner were dressed by W. T. O'Neil, Clinton, Ont., a place of something over two thousand population. They are telling examples of the effective use of comparatively small windows.

The plan of the upper window is as follows:

First, a row of currants, with "Merry Christmas" in Scotch peppermints; then a row of light sultana raisins, a row of assorted peels, and a row of dark sultana raisins, then a row of creams. The balance of the bottom of the window is filled in with nuts. In the centre are five sections of comb honey and on top larger raisins, olives, preserved cherries and Christmas cake. The background is made up of prunes, assorted and fancy biscuits in packages and package raisins, with illustrated crepe paper completing the whole display.

The Chimney Window Plan

The leading features of this window are a fireplace, a Christmas tree and Santa Claus. The fireplace is built of five corn flake boxes covered with red brick crepe paper. The fireplace is made of wooden stubs, macaroni, cans of lobsters, tuna fish and shrimps. It has electric light covered with red tissue paper, making a burning fire all the time. On the mantle are fancy biscuits, olives, olive oil, Christmas cake and candied cherries; ready to descend the chimney is Santa Claus.

The decorated Christmas tree adorned with Christmas stockings is banked with nuts and candies. The front of the window has a layer of nuts, then a layer of delicious candy and creams, with bonbons at the foot of the tree.

There can be little doubt that these windows would catch the public attention, and give to that public a real buying suggestion.

A Window to Sell Goods

Or take the instance of the window in the lower left hand corner, a Christmas window featured by the B. C. Watson store, Leamington, Ont., another town under three thousand. This window was dressed by Ted Locke, who was a winner in CANADIAN GROCER'S Christmas Window Contest. This window shows a very simple, orderly arrangement that could readily be duplicated by any merchant without expense. Yet the window has unquestionably a large selling value. The suggestion of the large variety of goods displayed, the balanced array on both sides of the window, the pyramids of fruit, and the effective use made of flags, colored tissue paper and greens, all give the window an appeal that would unquestionably arouse the interest of the prospective customer and result in sales, and that, after all, is the final aim of all good window dressing, and where it falls short of this aim, no matter how attractive the window, it is not a success.

The two smaller displays at the right hand top corner are from Norton Fisher and Co., Shelburne, Ont., dressed by Edgar Patterson, and D. P. Foster, Cayuga, Ont., dressed by G. F. Fissette. In each case the store is located in a community of under 1,000 population.

An Elaborate But Inexpensive Display

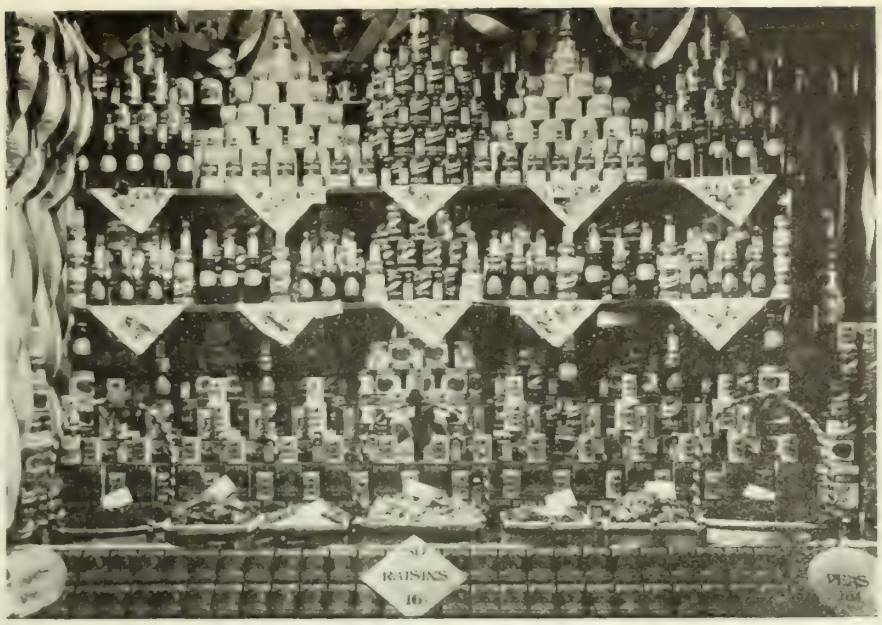
In the first photo three columns of canned tomatoes were used as a foundation for a shelf on which to display glass goods in jars and bottles. Two large dummy cartons of corn flakes were then placed in each corner, the front of each of them being filled in with Red Rose tissue paper, while behind these an arch made of dummy corn flake boxes went right across the window. The floor was laid nine or ten inches high, sloping toward the window. An arch of Jell-O formed the centre of the window, in front of which was a row of pyramids made of package raisins, bottle olives, pickles and catsups, surmounted in each case by apples or oranges. The bottom of the window was laid out in the form of a race course, oval in shape, with a round centre of raisins, and around it a geometrical design in nuts, raisins and peels. The upper part of the track bore the motto:

"Merry Christmas," done in nuts, while the lower part showed miniature models of contestants in a horse race. This is probably the most elaborate window of all those displayed, but the arrangement, given in detail because the photo was not good enough to bring out all the points, indicates that there was no great expense attached to this display. It took time, but time spent on window display is time well spent.

Seasonable Lines Always a Selling Argument

The window of the D. P. Foster store is a very effectively arranged display for selling house-cleaning lines, a type of window that may be effectively used either in the spring or fall. The display, while small, is clear enough to give a very good idea of its arrangement, the two brooms that carry the attention down to the centre of the window, made of a tub and washboard, while around this centre are arranged a full display of soaps and cleansing powders, brushes, furniture and metal polishes, and the whole array of goods that are in special demand at house-cleaning seasons. Seasonal appeals of this nature are always effective selling arguments.

These displays and certain others shown and described on other pages, are ample evidence of what can be done in the way of effective window displays even in the smaller centres of population.



AND here is an effective window dressed by Louis A. Kreig, of "The Business Corner", Preston, Ont., another place of less than 5,000 inhabitants. There can be no question of the selling appeal of this window. Notice how it is built up on shelves, and the effective use made of dainty paper napkins. Note, also, how the appeal is intensified by the use of price cards.

MAKING SALES OF SOAP SHOW PROFIT

Continued from Page 121

only a temporary affair, brought about by special endeavor at a certain period of the year, but rather that these special sales shall be only the beginning of what is hoped will be a very permanent business in soap. "What we have been keen about," Mr. Malcolmson added, "is getting people coming here for their soap. These sales have brought a lot of people who have not been regular customers. While it is a little early to say definitely, our aim is that they will continue to come, and coming here to buy soap, will also purchase other goods." A grocer can handle a lot of things, apart from the absolute essentials, and in Mr. Malcolmson's opinion this is one way of meeting the increased cost of doing business, spreading the overhead over a larger volume.

Too Little Attention to Selling

By reason of the special efforts directed towards the selling of soap, Mr. Malcolmson turned over his stock four times, and on the occasion of the visit of CANADIAN GROCER was awaiting receipt of further orders. "The great trouble with too many grocers," Mr. Malcolmson told the CANADIAN GROCER representative, "is that they direct too little attention to selling. They possibly buy with a great deal of care and caution, but when it comes to actually selling the goods, they are lacking in proper ways and methods. The grocer has to be a salesman, if he is going to be a success, and by that, I do not mean that he must urge and worry his customers into buying goods. Such a method usually results in driving people away. It is not necessary to ask a woman directly to have a certain article. More direct results are accomplished by evidencing a personal interest in the customer. This point was illustrated in this way. A woman comes into the store and buys certain groceries. You possibly know of some new line, or of some other goods that you are expecting to arrive shortly, say for example, fruit. You tell your customer of it, and nine cases out of ten in the case of the new article, she goes home prepared to give it a trial, or in regard to the expected shipments en route, she invariably leaves her order for delivery on their arrival. This tactful handling of your buying public, shows a real interest in looking after their needs, and at the same time, means increased business in almost every instance.

Selling Soap is Different

Selling the people on soap, Mr. Malcolmson has found, is quite different, to selling them on teas and coffees. People are not so conservative about soap, as in the case of certain other commodities. They are more willing to give a certain new toilet soap a trial, but in the case of coffee or tea, they are inclined to stay with time-honored blends they have long used, and to which they have grown accustomed. But in soap they are more easily convinced and building up a business in it should not be a difficult task. In his weekly sales that Mr. Malcolmson made such a success, he was prepared at the outset to sell at comparatively small margin, but the turnover was such that in the aggregate, the profits were very gratifying, and the permanency of the business that it is hoped has been established, is another matter for satisfaction.

MONTHLY SALE OF CANDY TOTALS $150

Continued from Page 140

who supplies her with food. A strong argument, indeed, for the selling power of the man behind the counter.

Bearing out the last-named feature, Mr. Bastien states that he seldom solicits the return of a customer, or seeks new ones in the way that some do. He prefers to give the best that he possesses to filling each order so that it will be the forerunner of many more—and finally of the whole of their trade.

A considerable trade in chocolates is done with those entering the store, and the location of the silent salesman in which these are displayed—right near the entrance, is very effective in promoting sales. This is kept clean and neat, and is in no small measure a factor in stimulating trade for this line.

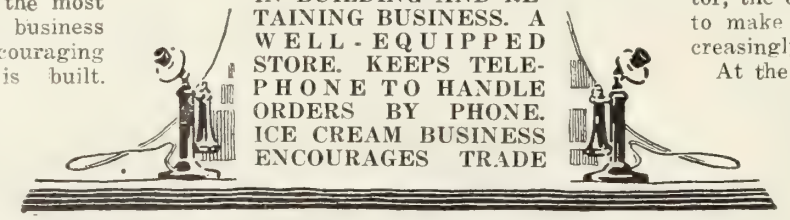
A considerable trade has been secured for cigarettes, the demand for these depending upon the population of the district, and sales being made to the young men, largely, who are passing the store.

FIRE-DAMAGED GOODS MAY NOT BE SOLD

In order to prevent foodstuffs damaged in fires from being transported to other premises and there sold, Dr. Hastings, M.O.H. of Toronto, has requested the Fire Department to report to him all fires where there were foodstuffs.

Equipment Gains and Holds Business

CHARLES E. BALLANTYNE, EPWORTH CRESCENT, NIAGARA FALLS, IS A FIRM BELIEVER IN EQUIPMENT AS AN AGENT IN BUILDING AND RETAINING BUSINESS. A WELL-EQUIPPED STORE. KEEPS TELEPHONE TO HANDLE ORDERS BY PHONE. ICE CREAM BUSINESS ENCOURAGES TRADE



EQUIPMENT, according to the opinion of Charles E. Ballantyne of Epworth Centre, Niagara Falls, Ont., is one of the most effective ways of building business and of holding and encouraging that business once it is built. "People like to visit a store," he says, "where the very way the goods are handled gives an evidence of care and modern and sanitary methods. Slipshod methods of handling goods unquestionably suggest to the customer's mind that the goods themselves are perhaps not of the finest quality. For ourselves, we have as far as possible adopted the most modern methods of handling and caring for goods, and we have found that this has been a very large factor in bringing us business."

A Practical Belief

That this is no idle boast is evidenced by a glance around the store. On one end of the counter is a modern bread case, that displays the bread effectively while always keeping it away from dust and flies, an electric coffee mill, modern scales, cash register, and glass candy cases.

The provision counter is a new fixture of marble top design. On it are located a glass-faced cheese box that keeps the cheese always in the best of condition; there is a cheese cutter in connection; a slicing machine is another important part of the equipment. Lard and similar lines in bulk are displayed in oak stands that take a full tub of lard and protected by a glass cover. The shelving and counters are also of modern design.

This list of equipment will be sufficient to show that it is a very practical trust that Mr. Ballantyne places in these aids to business.

Nor are these the only items in the store's arrangement that are worthy of comment. There is the new and modern refrigerator equipment, the fruit and vegetables in display bins off the floor, the ice cream refrigerator, the display rack for brooms help to make the sales in these lines increasingly active.

At the back of the store is an ample storeroom where excess stock may be kept ready to hand. The cellar is divided into several compartments. There is a large potato bin, and a special room for eggs, and everything is clean and neatly arranged.

Mr. Ballantyne has developed quite a trade for ice cream in the summer, and candy both summer and winter. His stores lies near the Collegiate Institute and there is a brisk little trade in these lines at all times.

Catering to Telephone Trade

As Niagara Falls stretches over a wide territory, it is natural that there should be a very brisk telephone trade. He has a young lady clerk whose first work is these telephone orders, which are given more than usual care.

Mr. Ballantyne both buy and sells

Continued on Page 154

A novel view of the C. E. Ballantyne store, Niagara Falls, Ont., showing the display window, and beyond the many fixtures that have helped to build and hold business.

Meeting All the Home's Requirements

The E. J. Coles Store, Woodstock, Ont., Aims to Give This Service—How the Grocery Department Was a Factor in Achieving Success—Its Position in the Store of Importance—Believes in Widening the Scope of Business

FROM a very small beginning, 26 years ago, when he first opened a store in Woodstock, for the sale of crockery, until the present day, with his well-equipped department store, ranking among the finest of its kind in Western Ontario, the business of E. J. Coles represents a story of progress. His business in the town of Woodstock today is the outcome of a steady growth and expansion, down through the years of over a quarter of a century. Mr. Coles has organized a store that is not only known in its immediate vicinity, but a concern that sells to places of much greater size than Woodstock itself, and he has established a reputation for a high-class trade that has meant splendid achievement in the way of business endeavor.

The fine exterior of the E. J. Coles Departmental Store, Woodstock, Ont.

"Everything for the Home"

"Everything for the home" is now the slogan of Coles store. Nothing is carried in the way of wearing apparel nor dress goods, but from a well-stocked grocery department, to furniture, carpets, rugs, housefurnishings of all kinds, wall paper, hardware and stoves, china and crockery, the Coles store has it.

Occupying 3 floors, the business has been enlarged from time to time, to take in some new department, all combining for the complete furnishing of a home, and the supplying of the daily needs in the way of food. The grocery department was the first to be added to the very small commencement, made 26 years ago this fall. It was four years later that Mr. Coles decided to add groceries to his stock of crockery and china; so that this section is one of the oldest in history of the store, and one that has done more than any other to build up the trade in lines that have since been added. "If you have the people coming to your store for groceries, and they know that you have, for example, mattresses or bed springs, and they need the latter, they naturally will buy them in the same place," Mr. Coles remarked. "People are usually glad to buy them all in the one place. It facilitates shopping and delivery."

Groceries Help Other Lines

Thus the grocery department is looked upon as a magnet in the early and continued growth of the other departments, such as furniture and housefurnishings. While these have now become well established, and in many instances, patrons of these departments are not purchasers of groceries in the Coles store, the grocery connection played a big part in building up the general trade of the store. Mr. Coles has been in his present premises seventeen years, but in that time, and at a comparatively recent date, he has had his store remodelled, and the front, as it now is, presents a modern city place. In re-arrangement of departments some time ago, Mr. Coles moved the grocery section to the rear of the main floor, but this proved a move in the wrong direction; as a result of so doing, business in groceries began to fall off. The space now allotted to groceries occupies one side of the main floor leading from the front. This change brought more satisfactory results, and is convincing evidence, that to sell groceries, a merchant has to have them out where people will see them. Mr. Coles believes that such articles as people are buying every day, must be where people have ready access to them. The customers in groceries are steady, Mr. Coles stated and they were a force in developing business for the other departments.

Serves a Wide Area

The Coles store serves a large community. With Woodstock the centre of a rich agricultural district, there is wide scope for the building up of a large clientele, and the Coles store has made the best of the opportunity. The buying public of this department store includes not only Woodstock itself, but extends for a radius of twenty miles in each direction. The towns of Ingersoll, Tilsonburg, and Norwich are within easy distance of Woodstock; every effort is made to reach people in these places. The fact that automobile owners are on the increase has been a stimulus to business, and the extension of the good roads system, is going to be an important factor, Mr. Coles believes, in the enlargement of the territory that he can cover. The majority of farmers have cars, and likewise many of the citizens in these small places. Combining business with pleasure, they come to the larger centres for a drive, and in nine cases out of ten, do their shopping in the bigger towns. The popularizing of the car has meant much in the way of increasing trade for the Coles store.

Mail Order Houses No Worry

Competing with the big city mail order houses is not a matter for worry with Mr. Coles. "I am not a bit afraid of the city

houses," he told the representative of CANADIAN GROCER. "You can't buy goods from a catalogue as well as seeing them at first hand," he added, "and the people in the country are finding they can buy just as good an article and at just as good a price, in the towns, as from the mail order houses. We compare our prices with catalogue quotations, and in nine cases out of ten, our figures are just as low as, if not lower than big mail order houses. The main essential is to have the stock. You can't do business without a fine assortment of goods, and we pay strict attention to the choice and quality of our lines." As indication of the successful way in which this store is meeting competition with larger places, Mr. Coles mentioned the fact that every week, they were selling furniture and other house-furnishings to people in such cities as Hamilton and London.

Changes Ads. Daily

Mr. Coles lays great stress on the importance of his daily advertisements in the Woodstock paper. This advertisement is changed every day, never allowing it to appear the second time. This newspaper enjoys a wide circulation, going to ninety per cent. of the homes in the country, and is a valuable medium in which to talk to the buying public. The matter is usually of a general character embracing all departments, but on Friday, groceries are particularly the feature. In addition to the regular newspaper advertising, Mr. Coles sometimes circularizes the country with announcements of special offers. He also sends out a wall paper catalogue, but very little mention is made in it of other departments. For the first time in the history of the Coles store, and an innovation as far as Woodstock is concerned, was the presence of an orchestra and singers at the fall openings, this year. The public was invited to visit the various departments, from the attractively arranged grocery section on the ground floor, to the furniture department on the third. This extra feature in the way of a novel opening, bringing hundreds of people from the surrounding country, did a great deal to advertise the Coles store as the correct place to buy "everything for the home."

Departmentizing Important

"In a small town such as Woodstock, and in a store like ours," Mr. Coles stated, "departmentizing is a very important matter. One section helps the other, and customers coming to buy in one department see something they never intended to purchase, in another, and do not go without it. Then in the matter of help, economy can be practised, and a saving of expenses accomplished, by using employees in different departments. For instance, on Saturday we are always very busy in the grocery department, and it is generally quiet on the furniture floor. We transfer our furniture help to the grocery section, and in this way are able to give the very best possible service, without incurring the added expenditure of permanent extra help for the grocery department."

There are many merchants who fear the automobile as a factor in drawing trade away from the home town. That the automobile has been a large factor in the distribution of trade is indisputable, but Mr. Coles is confident that it is a factor that can work for you as well as against you. Woodstock unquestionably draws business from some of the smaller towns around, but it draws also from far larger centres as well. It depends on his methods, whether the merchant finds the automobile a blessing or a curse.

EQUIPMENT GAINS AND HOLDS BUSINESS

(Continued from p. 152)

for cash. Buying that way he can buy to advantage, and this his customers have discovered, so that even when their telephone orders are sent C.O.D. there is no difficulty, especially as all his customers know that there is absolutely no variation from this rule.

There are a number of rules that Mr. Ballantyne has kept before him in the six years that he has been in business here. Probably the first and foremost is to buy and sell for cash, the next that a cleanly store, courteous treatment and quality goods are things that the customer is entitled to and that care on these matters will prove also of benefit to the merchant. Orders cannot receive too prompt attention is another contention of the store. These and an aggressive belief in the effectiveness of persistent and forceful advertising have been large factors in the development of a brisk and satisfactory business.

Grocery Department of the E. J. Coles Store, showing its modern fixtures and generally attractive appearance.

Keeping Credit Safe by Using a Reasonable Order System

Many a merchant running an otherwise sound business practically shipwrecks himself in the matter of injudicious buying. Buying in most stores is a more or less haphazard matter. Here is a merchant, however, who has developed a system that does away with the guesswork in buying, and so protects his credits.

By D. COCHRANE
General Merchant, Queen Charlotte, B.C.

THIS might be called: "How to be Happy Though Broke," but it is more than either of these things; it's a practical system of stock-keeping.

This is in answer to a brother who wrote you a few months ago, asking for a book that would tell him what to order and how much, so as to keep his stock up to date without getting overloaded. Nobody else having answered him, it seems to be up to me.

Because it takes some work to start this system, though after you get it going it runs itself, I want to tell you first what it did for me. It kept me in business, and kept my credit good, for several years, during which I never had enough merchandise on hand to cover my debts. Also, it saves me about a day's time every week, in making out my orders. Also, though I live so far from civilization that the steamboat that brings freight only calls every two weeks, it keeps my stocks complete, and gave me last year 11½ turns of groceries, 3 2-3 of dry goods, 4 of shoes and almost 5 of hardware. If I were in a place where I could get goods every day, I could easily triple these rates.

Systematizing Ordering

The theory is this: In a general store, carrying between one and two thousand items regularly in stock, besides extras, specials and stickers, you haven't time to go over every item every week, calculate how much you have sold during the week, and figure out whether you need more or not. I tried it for a while, but I soon got tired of counting, every week, the dozen different sizes of cap-screws that I keep for gas-boaters, different styles of thread and shoe laces and fifty-seven varieties of soap and washing compounds.

On the other hand, things that run into money and warehouse space, especially flour and sugar, must be watched all the time. So I worked over a year's invoices to find out how much of each thing I was buying, and divided the items into four lists. First, the things that I often sell to the extent of over $20 a month. My list is: canned milk, coal oil, sugar 20s, flour, apples, oranges, bacon, salt pork, lard 5s, butter, eggs, wheat, shorts, batteries, gasoline. Yours would, of course, be different.

The second list contains all the items usually selling over $2 a month. That includes about sixty items of groceries, 14 of hardware, and all the staple shoes and rubbers.

The third list covers all the rest of the standard stock, down to $1 a year. Anything below that is listed as a sticker, and I get rid of it quick.

Telling of Needs at a Glance

The first page of my order book is ruled into narrow columns, with a heavier line every third column, and the heading O. H., B. S., standing for On Hand, Bought and Sold. The amounts on hand are counted every two weeks, amounts bought entered from the freight bills (why not from the invoices? because the important items come under their own names in the freight bills, while the dozens of small ones that clutter up an invoice so, are lumped as Rep. Groc. or Stpdwr. Nstd.) Sales are figured by adding the amounts bought to the amount on hand two weeks ago, and subtracting the amount on hand now.

Here is a sample:

	April.						May					
	14			28			10			24		
	OH	B	S	OH	B	S	OH	B	S	OH	B	S
Sugar	12	25	11	26	0	20	6	20	24	2		
Flour	0	20	10	10	12	10	12	52	20	44		

	Orders			
	April		May	
Date	14	28	10	29
Sugar	..	4	3	6
Flour	13	3	..	..

The problem of how much sugar to order is solved thus: Whatever I don't order now will not come for a month, so the total amount ordered and on hand must be at least a month's supply, or 44 twenty-pound bags. The order column at the other side of the page shows that I have three gunnies of five bags each coming, so if I order six more I will have 45 bags coming, besides the two on hand. As for flour, I have as much on hand as I sold in the last six weeks, so do not need to order any more this time.

What and When to Order

This first list calls for a little thought and judgment, and consideration of seasonal and financial conditions—but only for those few items. The other two lists can be worked through by anyone who can read.

The form of them is like this:

		April		May	
If not	Order	14	28	10	24
½ box.	1 box Royal Yeast...			√	
12.....	1 cs. Tomatoes, 2½s.			√	
4.....	½ doz. Corned Beef, 1s	√			√

The method of ordering is simply to run down the list, and see if there is on hand ⅛ box of yeast, 12 tomatoes, 4 corned beef, etc.; whenever you come to an item that there is not enough of, put a check mark opposite it, under the date you are working on; then when you have worked through the list, just run down the column and copy out every item that is checked on that date. The check mrks in the previous column show that is already ordered. Thus, on May 24, I find myself short of yeast and tomatoes, but as they are checked under May 10 they must be coming. Corned beef is also short, and was not ordered last time, so I check it this time.

The third list has the same form as the second, the difference being that the second list has the important items in it, and has to be gone over every fortnight, which takes about an hour, including writing the orders, while the third list, containing several hundred less important items, need only be worked through once a month, or when business is slow, once in two or three months.

I would warn my brother merchant that this system is not supposed to do away with the use of brains in ordering. The wise man says: "You can't run a business by averages and have anything but an average business." The real use of ordering systems, adding machines, bookkeepers and all such soulless machinery is to set free the merchant's grey matter for jobs where it is really needed. If he has not got a good think-box to start with, he is out of luck right there, and the more machinery he buys the less good it will do him.

BIG CHEESE MERGER

The cheese makers of Peterboro' county have formed a company with $1,000,000 capital and will take over and operate all the cheese factories in Central Ontario, starting with perhaps 150 of them.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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HITTING ON ALL SIX CYLINDERS

DID you ever, on a warm July day, notice a perspiring individual with a monkey wrench, his head buried under the cowl of his car, tinkering with his spark plugs?

Have you ever ridden in a car that hacked and coughed its course along the roadway, to die, of course, in the most difficult situation?

If you have, you will realize the need of having all the cylinders working. You may pull along for a while in a coughing, one-lunged kind of business, just as you can with a one-lunged car, but sooner or later both are going to die. Get your business hitting on all six cylinders, sound credits, courteous service, efficient administration, effective window displays, prompt deliveries, and pulling advertising.

Keep the old business humming on all six cylinders during the coming season.

A CREED WORTH KEEPING

DISPLAYED in many parts of the great Marshall Field store, and used as an integral part of much of the printed matter that goes out to prospective customers, there appears the following creed:

> To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to love work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than from rule; to be satisfied with nothing short of perfection."

It isn't an easy creed to live up to, few things that bring large results are easy, and no one would doubt the results that would follow the honest adoption of such a policy.

THE RETAILER AS AN ADVERTISING FACTOR

SOMEBODY has said that "the world is full of people who want things, and things who want people," and the only trouble is that half the world does not know their own wants or how best to supply them. It is here that the merchant comes in. If people knew exactly what they wanted they could just as well get it from some impersonal sort of bureau; that they don't is the argument and the opportunity for the retail merchant. He is there to tell people of things that they would need if they knew about them. He is there to show them new possibilities of old and well-known things. He is there to show them why this thing is better than that, and to encourage sales by a well-founded appreciation of the product. That is advertising, of course, and the retail merchant is the finest advertising medium in the world, because he has the friendship and respect of his customers, and, therefore, his selling arguments are free from the subtle antagonism with which men approach almost any argument destined to sell them something.

LOOKING FROM THE OUTSIDE IN

HAVE you ever made it a practice to try and get the viewpoint of the fellow who looks from the other side of your store window Sitting there behind your counter it may look neat enough to you in the half-light. You may overlook the odds and ends that clutter up the floor, the disarranged shelf displays, the untidy store arrangement, the slipshod window, and the almost paintless window frame. It's all familiar ground to you. You know that your goods are of the best and that business is good. That is all quite plain from where you sit, but what of the fellow on the other side of the glass? What will he think? Will he not probably go to a poorer store, though better kept, farther along the street?

There may not be much in this idea, and then again there may. But anyway, it would be worth while to take an afternoon off and go and have a look at the other fellow's store, and then come back and have a glimpse at your own from the unfamiliar ground outside the glass.

What of the Coming Days?

An Editorial by Many Merchants

¶ The eyes of everyone at the present time are turned eagerly toward the future. In the bitter days of the past, the unusual conditions brought in their wake a train of circumstances that made for prosperity for the time, and now that these bitter days are past, the merchant is looking earnestly into the future, and questioning what it may hold for him. The merchant himself should, perhaps, be the best judge of this future and we will let him speak for himself.

¶ "At the moment, trade is not so good as it has been, but then it has been so very good the last few years that what now seems slow would have appeared to be fairly swift a few years ago. The prospects seem to be fairly good. This town has wisely adopted the Federal Housing Plan. This will probably mean the expenditure of $100,000. The shipyard across the harbor, where a good many of our men are employed, is very busy and likely to continue so. The Imperial Oil Works to the south of us is rapidly expanding and is spending a lot of money. The other manufactories of the town are all busy and the farmers have a good market with good prices for all they have to offer, so it would seem to be poor judgment to predict dull times with such conditions obtaining."—Forsyth, Jr., Dartmouth, N.S.

¶ "My opinion on the future business is, that it will be good right along. Prospects are very good, and promise a healthy advance. The difficulty at the present time is to get the goods. We are running short of many lines, owing to a very general shortage in many lines."—E. Gauthier, Quebec, Que.

¶ "We believe there are still better times in store for the retailer in the days that are to come, if he uses proper judgment in his purchases, so as to make a quick turnover and not be caught with high-priced goods on a declining market."—Q. C. Dionne, of Dionne & Dionne, Montreal, Que.

¶ "Business lately has been far beyond my expectations, and I hope for a continuance of same. The cost of living is high, but I think the high level has been reached. What we want to reduce same, is greater production. The returned man must get busy and produce something. Canada, resuming her peace-time conditions, offers a great future to the many who will flock to her shores. The greatest advantage that any country can now possess is willingness to work. If our Canadian people can only grasp and carry out that idea—then the future is surely success—to all classes, particularly the merchants."—A. P. Johnson, Ottawa, Ont.

¶ "Business in this section is very good, and the consensus of opinion is, that good times will continue for a year or more at least. I think labor will return to saner methods, realizing that strikes are not paying propositions, and that permanent prosperity can only be based on production.

"In support of my optimism, I believe the Victory Loan will be subscribed in excess of the objective set."—J. B. Kemp, Pembroke, Ont.

¶ "It is our opinion that prospects look particularly bright for a continuance of present good business. From the way fall business is holding up, we look for good trade during the winter months and we have such confidence in the future that we are at present building a large solid brick warehouse so that we may be the better enabled to look after our ever increasing trade." — P. Hutchison, of Hutchison Bros., Huntsville, Ont.

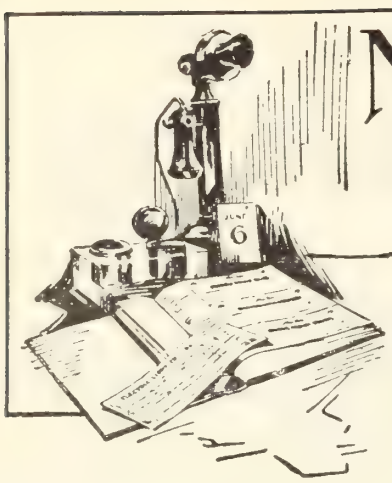
¶ "The past season has been what we consider exceptionally good and we look for large Christmas business, and for coming year, I believe we will see a bumper year, as everybody seems to have ready money and all kinds of work in factory and in building."—R. A. McDonald, Kitchener, Ont.

¶ "Regarding the future prospects of the Border Cities, our opinion of the future, I am pleased to say, is that they never looked brighter for the business in every line of trade.

"I have just completed my twenty-fourth year in the same store and have seen many changes in this community, but, never has there been such a rapid growth and increase in business as during the past year."—George H. Nairn, The House of Nairn, Windsor, Ont.

¶ "Prospects seem bright for a continuation of the good business which we think has been general throughout the country.

"We base our conclusions on the condition of our own business. Every fall after the fruit and pickling season is over, there is, of course, a slowing-up, or lull in business for a while. This year this is not so marked. There seems to be a better feeling among the people and as far as our business is concerned it is much better than previous falls. There are lots of people who are always looking for trouble and are prophesying all kinds of bad things, but I fail to see any evidence of it and am quite optimistic as to the future."—E. Guillett, Cobourg, Ont.



Novel Schemes That Have Helped Business

Interesting the Movie Patrons

The Groceteria in Swift Current is planning a new advertising stunt in order to further focus public attention on their store. Their premises are so situated that practically all patrons of the largest motion picture house in town must pass their door during the evening. It is planned to place an illuminated night sign in the doorway about three feet in height with announcements changed daily, and bearing on the special values to be offered the following day. While the two large windows of this store are consistently well dressed, the management feels that a little extra display of this kind will achieve the unusual and bring patronage.

If You Want New Customers

A successful grocer in a Middle Western town tells his method of getting new families to trade at his store as follows:

"I go after the business of every new family that comes to town. I secure the names of new families from the newspapers, from real estate agencies, and any other available sources.

"Among my plans for getting these names is an agreement with the pastors of several churches. I say to them, in effect, 'If you will tell me the names of any new families you know of moving into your territory, I shall do the same for you.' Both the pastors and I have blanks that we fill out once a month. We both benefit by the scheme.

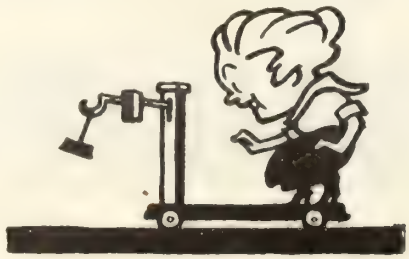
"Then I go to the new family in person, taking with me samples of all the advertised food products of which I have samples at the time. I give them the samples with my compliments and explain that I carry all the well-known brands and can give them the goods they know about. This appeals to them as being better than starting on new and untried foodstuffs. The sample assortment is a gift; constantly their good will and their business frequently come to me. I keep after them with personal letters, until I feel that I have the business permanently."

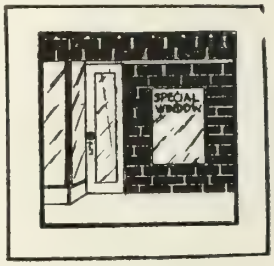
Four-Hour Sale Held Each Week

Fitzpatrick and Gerahty, successors to Goheen and Matchett, 196 Rubidge Street, Peterborough, Ont., feature in their grocery business, a four-hour special sale each week, and have found this a very successful way in which to increase their sales. Through displays in their window, and newspaper advertising they draw the attention of the public to these sales. With the goods properly ticketed in the window, the people know what they are going to get for their money. During these four-hour sales, they usually make a considerable reduction in price, and so attract a lot of new trade.

Using a Scale To Encourage Custom

A Western Ontario merchant has found that the presence of a scale that people might use was a means of bringing people to his store, who would in all probability make purchases before they left. When this idea crossed his mind, he brought the scale out from the back store, and gave it a good position in the front of the store facing a table displaying new lines. To the scale he attached a card with the caption: "What is your weight to-day?" It is a small scheme and one that every merchant might try for the scale was merely one of those ordinarily used in the store to weigh incoming goods, but it was an agent in getting customers for the store.





Making a Use For the Odd Window

Many stores, especially those located in small towns or in older sections of large cities, have a small odd window which is not suited to the advertising of a complete line or to any elaborate display. This window can be utilized in a permanent advertising feature, and thus be designated as a "special window."

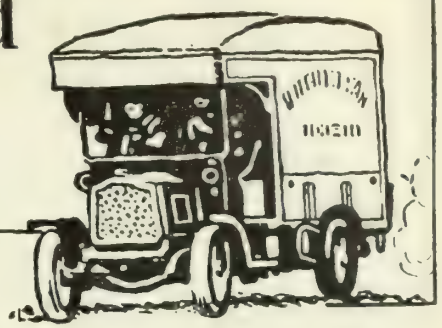
Each day or each week (whatever the judgment of the merchant may be), *he can advertise in this window a single article special offering in style, price or quality.*

When the fact that this window always contains a real value becomes generally known, he will have built quite a following on the watch for his latest display.

A Novelty in Tea Fixtures

The Beaver Grocery, Vancouver, B.C., have a splendid new fixture. It was made for them in Vancouver. It is made of oak and plate glass. There are several small sample compartments on the top, with plate glass panes, and then several large glass-fronted bins in which to display bulk coffees and teas. Mr. McElroy claims that 75 per cent. of the tea and coffee

Ideas That Have Proved Profitable To Other Grocers



business in the Beaver Grocery is for their own bulk teas and coffee. A department of this kind is very profitable and can show splendid values to the customer.

A Handy Method of Collecting C.O.D.'s

This C.O.D. slip is one which is used by E. J. Quinn, Westmount, Que. It has the advantage of clearness and brevity, enabling the customer to quickly see what the charges are. With the three facts stated: (1) Number; (2) Amount, and (3) Driver, this slip has served the purpose well. The extreme part of slip is perforated for detaching.

C.O.D.		C.O.D.
No.	.....	No. .....
Amt.	Please sign here.....	.....
E. J. QUINN Family Grocer Tel. Mount 1261-1262-1263-4170 WESTMOUNT		Amt.....
		Driver....

Saving Costly Price Tickets

The cost of making price tickets is no inconsiderable item these days. In stores where it is absolutely forbidden to have soiled price tickets on the counter, it has become necessary to adopt means to preserve them. The T. Eaton Co. have put into use an idea which other merchants may copy. All their price tickets are enclosed in celluloid envelopes, so that when the clerk handles the ticket, she does not soil the card. This is especially true in the fruit and vegetable department where the hands of the clerks are liable to become soiled.

A Record of the Goods

When a farmer comes in to a country grocer store, and asks the proprietor to make a bid on a bill of goods in competition with other merchants, as they ofttimes do, where does the merchant stand if he is unable to glance at a record of what the various items cost him and figure close in order to secure the big order?

J. J. Christopher, a Wetaskiwin, Alta., grocer has solved the problem by keeping a small loose leaf price book in which every item of goods in his store is recorded, together with its wholesale and retail prices in separate columns. By this method this merchant is not only able to outbid his opposition on most orders, but in addition he is able to keep his stock marked up in keeping with constantly increasing cost prices.

The wholesale prices in this little book are marked in code, but the selling prices are available for the clerks. For their convenience also, certain lines of goods bear price tags.

Making Capital of Human Curiosity

A merchant of Boston, Mass., has a bright idea. He contended that he had observed people for some time, and had found that there were two things that they could not resist looking at, and that, therefore, to put these things in his display window was to assure at least a passing attention. There were few women, he stated, who could pass a looking glass without glancing to see how they looked, while there were few men who could resist comparing their time with any clock showing. So he placed a mirror at the back of one window, and a clock at the rear of the other, and according to his claim, the matter worked out as satisfactorily in practice as in theory.

Telling Them About the Store Service

Every store has something about which they feel a little glow of pride, but not every store has the wisdom to pass this feeling on to the customer of the store. Bradley's Store, St. Catharines, Ont., are believers in regular advertising, and their advertisements are models of effective display. They have made it a policy too, to tell about the service of the store. They use a panel in one corner of their advertisement that calls attention to some feature of their business to which they wish to draw special attention. For instance, the following panel appeared in a recent issue:

BIG LITTLE THINGS

A delivery service that covers the city.

A guarantee that covers every purchase.

Two stores conveniently located.

Three direct telephones, for the benefit of those shopping by phone.

Quality groceries at fair prices.

These are the big little things that make it worth your while to

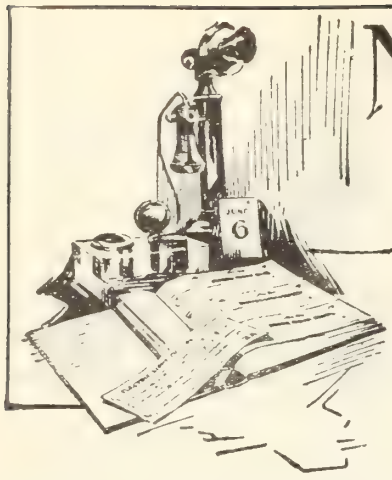
JUST TRY BRADLEY'S WITH YOUR NEXT GROCERY ORDER

Arranging a Profit-Sharing With the Customer

"It pays, but it pays better to pay promptly," might be the trade motto of Akers & Akers, local retailers, of Stafford, Kan., who, by means of a profit-sharing scheme, have increased their business 66 per cent. in a single year.

In explanation of this plan Art B. Akers says:

"We believe in advertising. Our profit-sharing plan is one form of advertising and nothing more. We present what we call a profit-sharing card to each customer. If he pays cash we give him full credit on the card. If he buys on a charge account and pays promptly, we give him one-half credit. If he fails to pay within the specified time, he loses his share in our profits. The plan has proved popular with our



Novel Schemes That Have Helped Business

trade and has added many customers.

"The card has a blank for the name of the customer. Around the edge of the card are stamped figures, ranging from ten cents up to $29.90. For each purchase the appropriate amount is cancelled. When the entire amount has been scored off the card is worth $1 to its holder."

A Hint in Selling Eggs

In the centre of a large basket of snow-white eggs placed on display in the window of a grocery store in Medicine Hat, Alta., appears this sign:

> EGGS FROM CONTENTED HENS
>
> With Apologies to Carnation Milk Co.

A Store Fixture That Sells Goods

Beer and Goff, Charlottetown, P.E.I., have a special display fixture in the centre of their store. It opens on both sides, and makes an aisle on either side. The bottom of the fixture is built in the shape of bins, in which are displayed all manner of fruits and vegetables, above are bin fixtures for the display of bulk goods, while the top and a long shelf that forms a pyramid above it are used for the display of special lines. The whole is painted white and makes a very effective selling fixture.

Getting the Paper Rack Out of Sight

If your wrapping paper rack spoils the appearance of your store—if they take up more counter space than you can spare—perhaps you can put them under the counter out of the way as has a Massachusetts merchant.

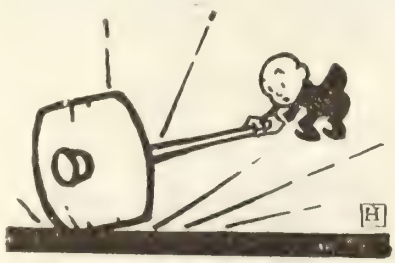
The paper racks are placed under one end of the counter, which is extended over them, in this way giving extra counter space without obstruction. The racks are out of the way and the paper is still easy to get at. Even though your counter-tops do not overlap the local carpenter could readily make the necessary change at little cost.

Convincing the Customer From Missouri

A grocer in Brooklyn, N.Y., has built up a very profitable business in canned goods of a better quality than is usually sold and at a consequently greater net profit to him. His plan is to place a small table near the front of the store, one or two days each week, covered with a fresh, clean table cloth and on which are two or perhaps three dishes of canned peaches, pears, asparagus, etc., and sample cans of each. Customers are requested to try the various fruits or vegetables. The plan has resulted in enough direct sales to more than offset the trifling cost of the sample consumed and has created a very valuable business on high-grade canned goods. It might be a good plan to furnish a recipe or two.

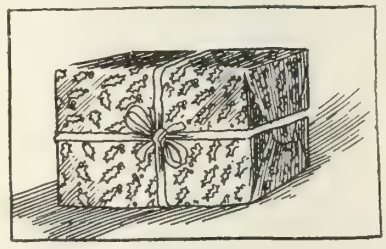
Making a Hit With Customers

A store in Detroit has found it of value to please the customer in a little minor attention that might readily be overlooked. A customer recently purchased a package of gum to get a $5.00 bill changed. The clerk returned the change with four clean $1 bills with a neat wrapper round the centre, upon which was printed an ad. for their coffee. Each clerk in the store is given new $1 bills each day and has to wrap them as described. They make a point of only handing out change as new and clean as possible. Each bill was separately folded so that counting them was easily done.



Giving a Holiday Appearance to Goods

An Ontario grocer thought that some of the goods he had for sale as Christmas gifts would sell better if they had a more Christmas-like appearance. He thought he could greatly improve the appearance of the packages and he purchased at small cost a couple of rolls of crepe paper with holly decoration. This paper is made up for use during the Christmas season and is inexpensive. He also secured a roll of narrow red ribbon. There was a wonderful difference in the appearance of the packages when wrapped up in the crepe paper and neatly tied with the ribbon. The clerks also have a good talking point to work on in trying to sell such lines as candies, cigars, dried and candied fruits, and various fancy confections and Christmas novelties. The packages were displayed in various parts of the store and served to give it a decidedly Christmas-like appearance.

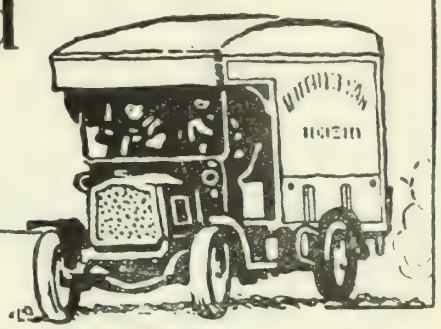


Crepe paper used to make packages of Christmas goods attractive.

Keeping a Tab On Your Cheques

Many a merchant has got into troublesome places because he has failed to check over his cheque stubs as they are returned from the bank. F. A. Wilson, St. Catharines, Ont., has adopted the ingenious practice of

Ideas That Have Proved Profitable To Other Grocers



making a scrap book out of his cheque book, and the cancelled cheques, as they are returned from the bank, are pasted back in their position in the book adjoining the stub. It takes a little time, but it may mean a saving in money. For instance, in pasting one of these cheques in he noticed that the amount did not correspond with the amount on the stub. A careful scrutiny of the cheque proved that it had been raised, and because he discovered this promptly Mr. Wilson was able to get after the offender and recover the money, whereas without the conjunction of the cheque and the stub the change would probably not have been noticed.

A Hint for Increasing Christmas Sales

In a Hamilton, Ont., store a large range of goods suitable for Christmas gifts is shown. Each case or article is priced in plain figures and for this purpose small Christmas cards are used. These cards, which measure about 1½ x 3 inches, can be pur-

chased in almost any stationery store and present a very attractive appearance. Each card bears the inscription "A Merry Christmas" or "Christmas Greetings," and in addition a wreath of holly is shown. The blank space on the cards generally used for individual names is used to mark the prices of the goods on sale. The neat appearance of the cards adds greatly to the value of the display as well as giving customers information regarding the prices of the goods shown. The cards may be purchased at small cost in packages containing about one or two dozen.

Making the Weather Work For You

Weather reports offer opportunities for advertising which are not appreciated by most merchants. It is possible, with very little trouble or expense, to post copies of these reports as soon as they are officially received. The merchant could, of course, add to each report a line or two of his own advertising.

If this is done it will not be long before the public will get in the habit of always glancing your way to find out what is about to happen in the way of weather.

No Customer Is Turned Away

A grocer in an American city has made it a policy to serve lady customers whatever their wants may be. "I keep two want books," he says. "One of them is the usual kind by which I order my goods; the other is taken downtown by myself or by one of my clerks on each trip that anyone makes. All 'wants' of customers which we cannot fill are listed in it.

"For instance, Mrs. McWilliams calls for a specified make of soap. I do not have it; instead of expressing my regret and letting it go at that, I say, 'I'm sorry, but I do not have that brand. I'll have it delivered to your house this very afternoon, though. Count on me.'

"Although the transaction yields no profit, I obtain the soap on my trip downtown and have my boy deliver it to the customer. She appreciates this service, and so do the hundreds of others who know it and who consequently give me all their trade."

Using the Broom To Encourage Custom

A. M. Peikoff, Grandview, Man., makes a point of keeping the store bright and clean as the day on which it was opened. It must be swept

and dusted daily and kept in the pink of condition. He has adopted the policy of making his clerks each responsible for this work for a week at a time, and bonuses the clerk for helping to encourage business in this and other ways.

Speeding Up Gum And Cigarette Sales

Whenever possible, a cashier in a local grocery store has instructions to give every customer a five and ten cent piece in change.

On one side of the wicket is an array of gum over which is the sign "5c per package." On the other side

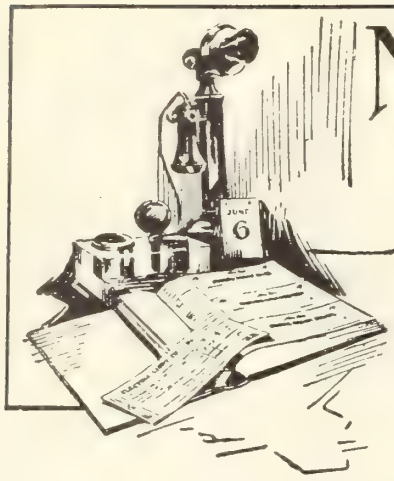
is a cigarette display and signs "10c" —"15c"—"25c" placed above.

At one time all the change was put together in a little show dish, but now it is spread out so that the customer picks up each coin separately.

Since starting this new plan, the sales of gum and cigarettes have jumped over 150 per cent.

Blotter Advertising is Good When Properly Done

A merchant who has used blotter advertising extensively has this advice to give:—The blotter is a much abused article of advertising, owing to its common use. Nevertheless when used properly the blotter offers an excellent advertising medium for the retail merchant who desires to keep in touch with his customers by mail. When carefully distributed a blotter is always useful to the reci-



Novel Schemes That Have Helped Business

pient and the advertising thereon has a worth during a longer period. In using blotters, avoid the hackneyed or "card" form of copy. Tell something specific about your store, its goods, its policy. An ideal plan is to describe and price a list of special values offered during the month. Another plan is to use the front of blotter for a fac-simile store paper. This can be done by setting the head-

ing across top and dividing the reading matter into two columns with a rule between. Items of interest about your store, its customers, goods and employees should constitute the copy. Change the color of blotters with each printing when you use them for regular mailing. If you exhaust the variety of colors, use different colored inks.

Sells Dye To Every Customer

There are some merchants who are inclined to believe that it is a poor policy to enlarge the scope of their store by selling small lines of sundries. James Hewson, of Oakville, Ont., is certainly not one of these. For instance, he sells two or three lines of dyes. Now there are merchants who say that is a drug store line and a merchant should leave it to these stores. Mr. Hewson disagrees. Anything is fair game that can be sold across a grocery counter. Can these dyes be sold? Emphatically yes, according to Mr. Hewson's testimony. "I have sold these dyes," he said, "to practically every one of my customers at some time or another. I do it merely by keeping the small display case of them right at the front of the counter where the housewife cannot fail to see them. It may not be a big item, but it is just that much additional to what I would otherwise have received. You don't have to sell them save by giving them a space about a foot square on your counter."

Slogans Used To Speed Sales

Slogans may sometimes be used with good effect in increasing sales. Here are three that have proved effective for other merchants.

A Western store company uses this verse occasionally:

Be quick to kick
If things go wrong;
But kick to us,
And make it strong.
Pleasing our patrons
Gives us delight.
If we are wrong
We make things right.

In its food window a certain food was being shown. This slogan, used in many ways by the store, was on a streamer:

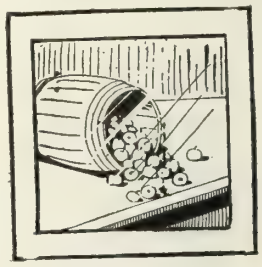
A word to the wives is sufficient.

Another store says:

After a trial OUR bread will be YOUR bread.

Putting Real Life Into Displays

A Western merchant has found it to his advantage to put some life into his displays. In displaying some merchandise for instance, he found it advisable to show it in natural surroundings, or as nearly so as possible. As an example in selling apples, he found that the best way to attract attention was by placing a barrel on its side in the window with



apples rolled out from its head onto the floor or window.

Other merchandise offers equally good opportunities for natural display. If the merchandise is especially suited to travel, it may be shown in a suitcase packed with clothing, an open lid flat on floor with the merchandise article placed on lid. This focuses the attention of the onlooker to the article, while the natural surroundings suggest its use and need.

Wheelbarrows, tables, trunks, buckets, baskets, etc., can be used to advantage.

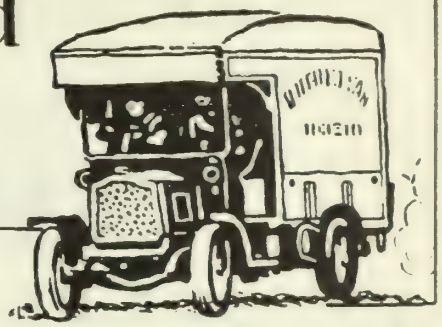
Keeping a Record of Prospects

A store in Kalamazoo, Michigan, has adopted a definite policy of taking advantage of any stray lead that may come their way. It may be a casual remark dropped in the store, or a bit of casual gossip heard outside, but it all goes on record, and forms the basis for a letter selling campaign.

The store in question uses a blank for "Prospects." The blank gives spaces for the following information:

Date ——
Salesman's name ——

Ideas That Have Proved Profitable To Other Grocers



Prospect's name and address, (with a notation that the address must be absolutely correct for the information to be of value.)

Interested in ——

Information from (giving the source from which the information was obtained).

Remarks, (for any further comment that may aid the sale).

This blank when filled in goes to the manager, who sends out a series of letters from time to time calling attention to the fact that the firm carries the article in which the customer is interested, and inclosing any literature regarding the product that may be available.

When a sale develops from this source a sales slip is made out, and the salesman who passed in the information that aided the sale is given credit.

Solving the Problem Of Saturday Night

How is the problem of the Saturday night rush to be solved, or is there any solution?

James A. McKenzie, general store keeper at Rivers, Man., suggests the adoption of a Thursday or Friday bargain day by all the stores in town. He believes that if an organized effort was made by the merchants to offer special values on these days, there would be a very strong inducement for at least a great number of farmers to come to town. The logical effect would be that in coming to town for the special offerings they would make their entire week-end purchases at that time. In Rivers, the crowds of farmers who throng to town in automobiles on Saturday night is so great as to congest the business section, and the same condition is true of many other towns in Western Canada. Mr. McKenzie has found it necessary to lock his front door at times until those within the store were served. When the representative of CANADIAN GROCER was in this town the police were placing metal signs in the centre of some of the principal corners in an endeavor to systematically direct traffic.

A Novel Use For a Display Counter

A Winnipeg grocer whose store furnishings include a modern display counter, has devised an original method of brightening up his store by replacing the sample groceries in the false fronts with the advertising lithographs of various manufactures. These pictures, most of them in bright colors, make a very striking display. It has been necessary in a great many cases to cut them to the proper size without very materially affecting the general design.

An Idea in Building Fruit Sale

"For a small grocery store, we have got away with a large amount of preserving fruit this season," stated Mr. Galloway, Vancouver, B.C. "We have made a practice," he stated, "for several seasons, of booking as many orders from our customers as possible in advance, for various preserving fruits, and then, going out and buying crops on the trees—and having them picked—packed and sent into the store. Any fruit in excess of immediate requirements we have preserved." A fair-sized section of the shelving on one side of the store is devoted to the various preserved fruits that have been "homemade." Mr. Galloway stated that there was a good demand for the preserved fruits, and they showed a good margin. Every grocer is not in a position to launch out in an enterprise of this kind, but it tends to show that the retail grocery business is just as broad as your interpretation of it.

A Reminder of Things Forgotten

H. E. Cooke, of Forks Road, Ont., thinks that a lot of people are inclined to go out of a store without having purchased everything they want simply because at the moment they cannot think just what it is that they actually need. To jog the memory of such folk he has a large sign just beside the door that faces the customers as they go out. This sign stands about five feet high with a large lettered heading: "Have you forgotten anything?" and below it a list that comprises a goodly proportion of the goods handled in the average grocery store. This idea has on many occasions resulted in an extra sale, after salesman had reached his selling limit.

Handling Laundry and Kitchen Hardware

J. W. Knight, grocer, at the corner of 11th and Commercial Drive, Vancouver, B.C., found that there was no hardware store in the neighborhood — and on washdays there was often a request for a tub, of some clothes line or a wash board, so he put in a very small stock of laundry and kitchen hardware, and the little department shows a good profit and quite a satisfactory turnover. The store is also right in the "line of march" of the kiddies on their way to school—so an assortment of scribblers, pencils, rulers, rubbers and crayons has been added —and it also helps to keep the cash register ringing. It is sometimes thought that the drug store and the fruit store are the only opposition that the straight candy store has — but from a neat little show case, Mr. Knight keeps nice assortment of dollar a pound chocolates turning over. "They pay," he told CANADIAN GROCER.

Re-Adapting the Store to a New Stock

Emphasis Placed Upon Modern Fixtures—Montreal Grocer Changes Character of His Business—No Consideration, But Cash in Selling

MODERN fixtures play an important part in the store arrangement of Thos. F. Hannan, 751 St. Catherine Street West, Montreal. And in purchasing these, the best have been secured. Mr. Hannan was, until two or three months ago, engaged in selling a line of wines and liquors. Legislation requiring a change, the store was re-adapted to accommodate line of groceries. The character of the goods placed into stock bids fair to ensure the Hannan store of a very fine patronage from the best class of buyers. Located in a thriving section of the city, and not far from one of the best residential parts, it will be possible to cater to a type of patrons who will want substantial orders of "better" groceries.

Makes for Cleanliness

The arrangement of the whole store is conducive to neatness. For instance, the large refrigerator which may be observed in the accompanying photograph—and which is placed well back—makes a natural division to the store, the width of which is 20 feet, and its depth around 125. This makes excellent proportions, for depth is more to be desired, in many ways, than width. The refrigerator, being very commodious and wide, divides the store into two distinct parts, leaving a wide passage at one end, affording access to the back and the upstairs "mezzanine" office floor, and which will be later referred to.

Arranged as above, Mr. Hamman figures that all the muss and accumulating paper, wrappings, sweepings, etc., can be easily kept at the rear. Should the salesmen be rushed, it will be a matter of two or three minutes only, to use a hair broom and carry the sweepings back. And with a narrow store, this can be done ever so much more quickly than in a wider store.

Adapting the Space

As will be observed, the store has an excellent height. Advantage is taken of this to make room at the back. Immediately to the rear of the refrigerator a floor has been erected which gives the proprietor an excellent office—roomy and bright. This is, in reality, a mezzanine floor, and through the use of a section of three sky-lights plenty of light is secured.

Immediately to the rear of the office the floor, being continued there, accommodates surplus stock. It is really remarkable how many goods can be accommodated through this arrangement. Then, too, the same plan carried out below on the main floor, and with best use made of varied shelving, a large surplus

The attractive surroundings that greet the customer's eye in the Thomas F. Hannon store, St. Catherine Street West, Montreal.

stock is accommodated. Right back of the big refrigerator, wrapping-up tables are provided for, and this will prove to be a handy idea as the business expands. Access to the back lane is secured without difficulty for delivery.

It is less than three months since Mr. Hannan opened his store for the sale of groceries. "I was told," he said to CANADIAN GROCER, "that I ought to do a credit business, and that I would miss it if I did not. But I told this gentleman—a traveller—that I would either get the cash or that I would not sell, and I am going to stick to this plan."

That outlines the decision of Mr. Hannan to sell for cash only. He has found in the past, as many merchants have to their sorrow, that no matter how careful one may be, there are some who will prove disappointing and who will, in the long run, get ahead of you if they are given credit. He outlined several instances where loss had resulted, eventually, even though the customers had paid up most of their accounts. In the long run these losses run into several thousands of dollars. Give a thousand dollars' worth of these accounts to a lawyer to collect, and very frequently the results will have less than a hundred dollars collected. It is very poor business, indeed, to take unreasonable chances in the matter of credit.

As soon as it can be arranged, a cash carrier system will be used to conduct the cash to the office. In the meantime a cash register is used and is giving good results.

Mr. Hannan has already done some advertising in the daily papers. This will, in all probably, be continued. Some direct results, he states, are traceable to it.

One of the methods that will be tried out is that of securing a select mailing list and then mailing to these prospects a neat announcement, and pointing out the service which the store will aim to maintain, and drawing particular attention to such special goods as will appeal to "flat dwellers" or apartment house renters. For in this section of the city there are many apartments, and Mr. Hannan will bid for the trade of these newcomers. A new apartment is now being erected at a cost, it is said, of a million dollars, not far from St. Catherine Street. This will be a fruitful source of business for stores in Montreal, and Mr. Hannan will doubtless secure a portion of it, notwithstanding the fact that there are many others in the district.

There is a distinct advantage in providing for reasonably large stocks of butter, eggs, bacon, hams, lard and shortening. Here, in particular, the apartment house trade suggests an extensive sale for these products. Already the sales of butter and of shortening have been quite large.

SHOWS SOUP IN A JAR ON COUNTER

Continued from Page 137

under $3,000 any month since I started, and in the busy months of July and August, they exceeded $4,000. I have everything ticketed, and customers can see just what they can save on the cash and carry plan. I urge the people to carry their goods, but they are not compelled to do so, as for a small amount they can be delivered." Mr. Ware has an arrangement with his father whereby his delivery also renders service when required at the cash and carry store. "But a surprisingly large number of people have fallen in with the new idea," Mr. Ware stated, "and with the exception of very heavy stuff, they are willing to carry their parcels. It is an inducement these days, when grocery commodities are at such high levels, and the saving that can be accomplished in dealing at a cash and carry store, is something to be reckoned with at a time like the present."

Mr. Ware told CANADIAN GROCER that his campaign of advertising had helped very materially to get this idea before the people, and to let them know just what a saving they could make. He believed that naming the prices in the advertisements was one of the biggest factors that made them of real value to the merchant. By specifying the actual prices at which goods can be bought the public was informed in a very direct way, just what was gained by purchasing the goods advertised.

During the fall and winter months, when, as a rule, business is not as brisk in Huntsville as during the summer, when the tourist trade is a big revenue producer, Mr. Ware is planning to even enlarge upon his advertising schemes, and he intends to push the sale of his goods in every way that will legitimately bring business to his store. He is keenly alive to the value of advertising and display, and contends that in the conduct of a progressive business these are features that must figure prominently.

AN ATTRACTIVE MARITIME STORE

The interior of the Murphy and Dement store, Windsor, N.S., gives an idea of the spaciousness and attractive arrangement of one of the stores down by the Atlantic. One thing that will be particularly noticed is the effective use made of glass display cases to keep the stock always looking fresh and attractive while at the same time keeping it always on display. Note the fine confectionery counter arranged in a prominent place at the back of the store.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The Carona Company, Ltd., St. John, N.B., have added another storey to their chocolate plant on Union street and are planning further additions, with a view to doubling the capacity of their plant.

The Crosby Molasses Co., Ltd., St. John, N.B., have made appreciable progress on their new molasses tank plant alongside the Pettingill wharf. There will be two large steel tanks, 42 feet in diameter, and 29 feet high, with a capacity of 280,000 gallons each.

QUEBEC

J. E. Lemyre, 348 Bourbonnier St., Maisonneuve, has sold out to D. Richard.

A grocery store has been opened by E. Thomas at 834 Lagauchetiere St. E., Montreal.

H. Chavalier has succeeded A. Ladouceur, grocer, 469 Mary Ann Street East, Montreal.

F. X. Picotte, grocer, 1209 Mary Ann Street East, Montreal, has been succeeded by A. Charland.

Brown and Duncan, grocers, 264 Iberman Street, Montreal, have succeeded Manders and Brown.

J. A. Robert, 3150 Verville Street. Montreal, has purchased the interest of his partner, Mr. Pronoveau.

Chas. Chaput, president of the wholesale grocery firm of L. Chaput, Fils and Cie., Ltee., Montreal, was taken suddenly ill this week. It is sincerely hoped that Mr. Chaput may enjoy an early recovery.

ONTARIO

Noad's have opened store No. 3 at 254 Boon Ave., Toronto.

Saul Klengon, grocer, Toronto, has sold to Alex. Rosen.

Howe Bros. have opened a grocery at 118 Hope Ave., Toronto.

Jas. McFarren of J. & W. McFarren, grocers, Toronto, is dead.

C. T. Messick has opened a business at 176 Wallace Ave., Toronto.

Geo. Hesk, groceries and meats, Toronto, is discontinuing business.

S. Adgey will conduct a grocery business at 1823 Gerrard Street, Toronto.

A new grocery has been opened at 1999 Gerrard East by G. Hutton, Toronto.

C. M. Annis of 1185 Dundas Street, has removed to 1186 Dufferin Street, Toronto.

J. W. Tucker has opened a grocery business at 1077 Gerrard street East, Toronto.

D. F. Blackwell has taken over the grocery business at 1890 Dufferin Street, Toronto.

J. H. Paterson, formerly traveller for Telfer Bros., Toronto, has gone into business at 1162 Dufferin Street of that city.

E. G. HOGARTH.

advertising manager Ford Motor Co., Ford City, Ont., snapped in Algonquin Park, just after he had landed a speckled beauty. He recently returned from a two-weeks' holiday trip to that picturesque district.

Mrs. A. L. Dufty, who conducted a tobacco business at the corner of Queen and Berkeley streets, has opened a grocery at 744 Gerrard street East, Toronto.

Thrun and Green have opened a grocery and confectionery business at 1956 Gerrard street, Toronto.

C. E. Stone, who has been connected with Michie & Co., Toronto, for 33 years, and is now secretary-treasurer and director of the company, is recovering from a critical operation that he underwent recently. He has been incapacitated for some time, having undergone an operation in December last that unfortunately was not entirely successful. He is expecting to go South shortly for a few weeks' rest and to be back at his duties again early in the New Year.

WESTERN

R. Lang has sold his grocery business to R. J. Watson, Winnipeg.

H. B. Clifford, general merchant, Ridgeville, Man., is dead.

Mr. Reid, Winnipeg, formerly of Kennedy Bros., Ellice Ave., Winnipeg), has opened a new meat market on St. Matthews Ave.

H. H. House, grocer, Saltcoats, Sask., has sold to J. E. Lawrence.

Mrs. W. Neunan, general merchant, Rosenfeld, Man., has sold to Buhr Bros.,

Cecil Norgate has commenced a new grocery business, St. Boniface, Man.

Baldocks & Hicks, 820 St. Matthews Ave., Winnipeg, has sold to C. Laidlaw.

Mitchell Gordon has bought the grocery business of Dodds & Son, Winnipeg, Man.

P. Strilee, general merchant, Mikado, Sask., has sold to the Mikado Trading Co.

J. B. Borrowman, 232 Tache Ave., Norwood, Man., has sold to M. Rosenblat.

R. La Hay, grocer and butcher, 672 Arlington Street, Winnipeg, has gone out of business.

W. F. Bonter, general merchant, Netherhill, Sask., has sold to H. R. Herron, Ltd.

Baldock & Hicks, 820 Matthews Ave., Winnipeg, have been succeeded by Wm. Laidlaw.

Podolsky & Grobman, general merchants, Hafford, Sask., have sold to Grobman & Co.

J. L. Lowery has purchased the grocery business formerly conducted by H. A. Ball, Winnipeg, Man.

Sene & Gagne, general merchants, have sold to the Viscount Grain Growers' Association, Viscount, Sask.

J. A. McDowell, who operates a grocery and provision store on the corner of Portage Ave. and Sherbrooke Street, Winnipeg, has opened a new store on the corner of Sherbrooke St. and Westminster Ave.

C. F. McGhie, Portage and Aubrey Street, Winnipeg, has sold his store to L. McKay. Mr. McKay formerly operated a store in St. James, Manitoba.

A recent visitor to O'Loane, Kiely Co., Ltd., in Vancouver, was Geo. M. Clune, representing G. Georgeson Co., Stephens Court, Sydney, Australia. The Georgeson Company in Sydney conducts an export and import business covering a broad range, and Mr. Clune proposes to spend several months among the various business centres in Canada, United States and Europe. He will return via Suez.

PIONEER WINNIPEG MERCHANT DIES

John Gadway of J. Gadway and Co., operating a grocery and provision store corner Portage and Toronto streets, passed away at his home, 756 Broadway Ave., recently. Mr. Gadway was one of the oldest grocers in Winnipeg. The business is still being continued under the same name.

HARGREAVES' HEAD COMING TO CANADA AGAIN

Geo. P. Hargreaves, managing director of Hargreaves Bros., & Co., Ltd., Ocean Works, and Gipsyville, Hull, left England on the "Mauretania" on the 18th instant, en route for New York, where he is spending a few days before coming through to Toronto to give personal attention to the interests of his company's Canadian business. It is 8 years since he first came to this country to establish the business of Hargreaves (Canada), Ltd., and up to the time of the outbreak of war, he came out every year, on one occasion extending his visit to British Columbia.

During the past 5 years the many difficulties occasioned by war conditions in the Old Country, made it impossible for him to be away from headquarters, but now that things are settling down again, he has felt it to be of urgent importance to visit again the Canadian office. He is accompanied by J. W. Medforth, one of his co-directors from England, who has not previously crossed the Atlantic, and who has been associated with him in the development of the parent company's business for 25 years past. Latterly he has resided at Liverpool, where he has had the oversight of 3 factories in that area, and more recently an additional one in Northamptonshire, where boot polish is the principal product.

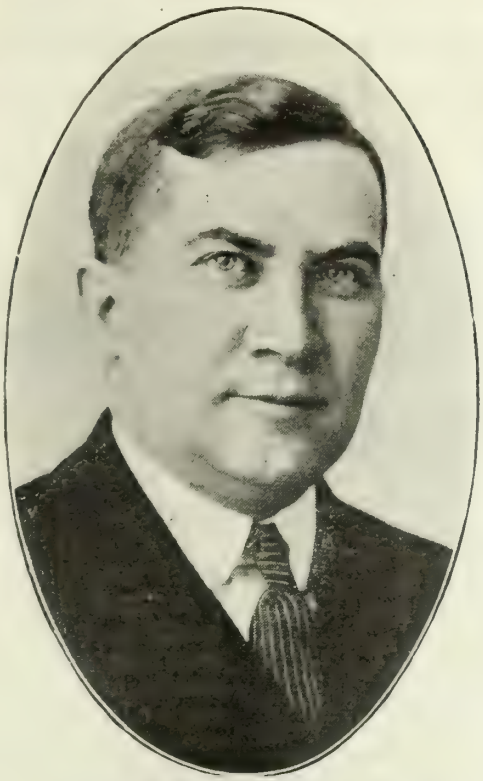
In spite of the numerous restrictions and other handicaps imposed on manufacturing concerns in England since 1914, the business of Hargreaves Bros. & Co., Ltd., has continued to develop. A majority interest has been acquired in several other companies manufacturing allied products, and the parent company now controls 14 associated companies and in all 9 factories in Great Britain. Benjamin Billesdon is the Canadian sales manager, who has been here since 1915. The principal specialties of the firm are Ocean Blue, Gipsy Grate Gloss, Linoleo Floor Wax, Glosso Metal Polish and Zog.

CANADIAN SALES MANAGER OF SWIFT CANADIAN CO. GOES TO CHICAGO OFFICE

H. C. Herschman, who has been with the Swift Canadian Co., Limited, West Toronto, for a number of years as sales manager, has gone to Chicago to take up more important duties with Swift & Co. there. Mr. Herschman has many friends and acquaintances in Canada who regret his departure but who were very glad to hear of his advancement. He was a member of the Toronto Ad. Club for several years and was the representative of the Swift Canadian Co., Limited, on the Association of Canadian Advertisers, which indicates his close connection and his sympathies with the improving of advertising in Canada

There are many, in Toronto particularly, who know him as an ardent golf enthusiast. As one of his close friends remarked in this connection, he would sooner play golf than eat.

A. P. Whitlock, who has been "on the road" for the Swift Canadian Co., Limited for some time and later associated with Mr. Herschman in the office, will succeed him in the sales end of the business. Mr. Whitlock is a young, energetic salesman whom many in the trade will remember from his calls on them when travelling for his firm.



H. C. HERSCHMAN,
who leaves the Toronto office of the Swift Canadian Co. for the head office.

BAGS A MOOSE

E. W. Jeffress of E. W. Jeffress & Co., Walkerville, Ont., has just returned from a three months' trip to Western Canada. Mr. Jeffress states that they are in splendid shape judging from the amount of business wholesalers and retailers are doing. On his way back he stopped off in Northern Ontario for a hunt and one of the trophies he has taken home to Walkerville is a fine big moose.

NEW MANUFACTURERS' AGENT FOR WINNIPEG

F. Manley has recently opened a manufacturers' agent's office in Winnipeg, Man., at 354 Main Street. Mr. Manley came to Canada in 1910 from Ireland, where for some time he represented Armour & Co., Ltd., meat packers and later Reckitt & Sons, Ltd., of Hull, England. His first position in Canada was city salesman with the W. J. Boyd Candy Co., Winnipeg. Later he travelled for the Macdonald Consolidated, wholesale grocers of Winnipeg, and Telfer Bros., Ltd., biscuit manufacturers. In 1915 he enlisted in His Majesty's forces and went overseas with the 44th Battalion in October of that year. When in London on his way back to Canada, he secured a number of British agencies. On account of Mr. Manley's previous connection in Winnipeg and the West, he is well acquainted with both the wholesale and retail grocers throughout the [illegible] provinces.

MONTREAL GROCERS ELECT OFFICERS. J. A. DEBIEN PRESIDENT MONTREAL R. M. A.

Early closing, the selling of vegetables by weight, and the retail price of beer were the subjects discussed by the Grocers' section of the Retail Merchants' Association at their annual meeting last night. The early closing question was given especial attention, a resolution being passed protesting against the action of the city.

The election of officers for the ensuing year resulted as follows: President, J. A. Debien; 1st vice-president, J. O. Pesant; 2nd vice-president, Emery Leboeuf; secretary, U. Sansregret; treasurer, Ernest Lamarche; auditors, Joseph Dubois; chairman, Raoul Cornelier, and Alexandre Filion.

NEW PLANT FOR PRINCE RUPERT

The Pacific Sea Food Products Company has secured a lease of the plant built more than a year ago by the Lowery interests, near Seal Cove, Prince Rupert, B.C., and which though completed, was not operated.

New Goods

A NEW SEALSHIPT CONTAINER

The Connecticut Oyster Company, Jarvis Street, Toronto, have recently placed on the market a new container. Their Sealshipt oysters can now be obtained in the glass jars illustrated herewith, which are delivered to the consumer as they are sealed at the oyster grounds. The company claims that this

new container does away entirely with the chance of watering oysters, that some merchants have considered a fair practice in order that they might sell at lower prices, to the detriment of the commodity. The glass jars will be sealed at the ocean and broken only by the consumer, thus guaranteeing their freshness.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week show advances in some lines, but on the whole they are generally steady and strong. The sugar situation is growing less acute, but quotations are inclined to be higher. Teas and coffees show little change as regards conditions and spot prices are firm.

TORONTO—Markets in general groceries continue to show strong tendencies. Changes are few this week and business is very active, with demand strong for practically all lines. Wholesalers report the sugar situation less acute. Canada Sugar Refineries announce an advance of 25c per cwt., making the quotation, Toronto delivery, $11.46. Corn syrups are steady. Both pearl and pot barley are quoted at a sharp advance. Rolled oats in bulk are selling at $4.90 for 98 lbs. Canned goods are moving freely at steady prices, and dried fruits available are still confined to few varieties. New raisins are of excellent quality and have a big inquiry. Quotations on the same are very firm. The market in rices and tapioca is very strong and importers state that there is little likelihood of lower values. Teas and coffees, while light in supply, are unchanged as compared with a week ago. All indications point to stronger quotations ruling on spices. Millfeeds are lower, the decline amounting to $3 on shorts and $4 on choice middlings and feed flour.

In produce lines fresh meats and provisions continue at fairly easy levels, but in butter, cheese and eggs the tendency is towards higher levels and new advances are reported this week.

WINNIPEG—There is not much change in market conditions this week, prices remaining for the most part steady and strong. Buying of teas and coffees continues to be good advice as stocks are getting low and new buying is only possible at high prices. Spices, too, are very firm and the situation as regards rice and tapioca shows strength. The reported damage to apples in the Okanagan Valley is likely to be reflected in prices to the trade here. All produce is holding around strong prices. Live hogs are selling at $17 and pork products show little change as compared with a week ago.

VANCOUVER—Very considerable damage is reported to both the apple and the potato crops in the Yakima and Okanagan districts by heavy frosts. While the markets as yet do not reflect the damage, by way of any drastic advances in prices, it is very strong at present levels and further enhancement of values is not unlikely. General grocery commodities are strong and the trade is very active at the present time.

MONTREAL—An advance of 25c per cwt. was made by Canada Sugar Refineries for refined sugar. This is the only change in the sugar list for the week. Canned goods movement is limited. Molasses is very firm at the advance. Corn syrups are active. New dried fruits are received and prices are firm, with demand active. Boiling peas are scarce and firm. Peanut prices are firmer in United States markets. Package goods are active. Rolled oat prices are erratic and some price-cutting has been manifest, it is stated. Shorts are down $3 per ton. Barley advanced four cents a bushel. Oranges are easier in the South and may decline here. Cotton twine advanced three cents a pound. Silver polish is higher.

QUEBEC MARKETS

MONTREAL, Oct. 29—Changes of some importance are made this week as will be noted in the summary. There has been much activity in many lines and new crop foodstuffs are being received by the jobbers.

Cotton Twine Up 3c; *Silver Polish Higher*

Montreal.

TWINES, POLISHES.—Advances are effective for cotton twines. Four-ply is now quoted at 73 to 74 cents per pound, and three-ply at 70½ to 71 cents in balls. The corresponding prices for cones are 71 to 72 cents and 67½ to 68 cents. Red and white is quoted at 75 to 76 cents. Putz cream is higher, No. 1, per dozen, $1.25; No. 2, $2.10; No. 3, $3.75, and No. 4, $6.30.

Another 25c *Advance On Refined Sugar*

Montreal.

SUGAR.—One advance this week, 25c per 100 pounds for Canada Sugar Refineries' granulated, is the increase of the week in this market. Tendencies are upward, and no improvement can be forecast as to supply. Brown sugars have been readily available. Orders are generally cut down by the jobbers.

Atlantic Sugar Company, extra granulated sugar, 100 lbs	11 00
Acadia Sugar Refinery, extra granulated	11 00
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granu-	

lated		11 00
St. Lawrence Sugar Refineries		11 25
Icing, barrels		11 20
Icing, 25-lb. boxes		11 60
Icing, 60-lb. boxes		11 40
Do., 1 lb.		12 80
Yellow, No. 1		10 85
Yellow, No. 2 (Golden)	10 25	10 75
Yellow, No. 3	10 15	10 65
Yellow, No. 4		10 10
Powdered, barrels		11 00
Powdered, 50s		11 30
Powdered, 25s		11 50
Cubes and Dice (asst. tea), 100-lb. boxes		11 85
Do., 50-lb. boxes		11 95
Do., 25-lb. boxes		12 15
Do., 2-lb. pack		13 25
Paris lumps, barrels		11 60
Paris lumps (100 lbs.)		11 70
Paris lumps (50-lb. boxes)		11 80
Paris lumps (25-lb. boxes)		12 00
Paris lumps (cartons, 5-lb.)		11 70
Do., cartons, 2-lb.)		13 50
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		11 85
Crystal diamonds (100 lb. boxes)		11 95
Crystal diamonds (50-lb. boxes)		12 05
Crystal diamonds (25-lb. boxes)		12 25
Demarara light, per lb.		0 10

Small Tin Blueberries Available At 95c

Montreal.

CANNED GOODS. — Blueberries in "half" tins are available and are selling at 95 cents per dozen. Some delivery is being made of various placed orders, but movement is limited.

Canned Vegetables—		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (Sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	....	2 85
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	....	3 00
Peas, Sw. Wrinkle	....	2 00
Do., fancy 20 oz.	....	1 67½
Do., 2-lb. tins	....	2 75
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, ½s, doz.	....	0 95
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	....	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, 20 oz., doz.	....	....
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced),		
Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums Lombard	2 00	2 20
Gages, Green, 2s	....	2 45
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Strawberry, 2s, heavy syrup	....	4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.	....	4 30
Cohoes, 1 lb. tall	....	3 75
Do., ½ lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 40
Chums, 1 lb. talls	....	2 00
Do., ½s, flat	....	1 10
Salmon, Gaspe, Nigre Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pinchards, 1-lb. talls	1 80	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48 1s	....	1 90
Do., ½s	....	1 65
Haddies (lunch) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Do., Portuguese, case	....	24 00
Scallops 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Best Beans Selling On Steadied Basis

Montreal.

BEANS.—Prices on best quality beans are unchanged, although the Japanese variety is affording stiff competition. Boiling peas are scarce and are quoted at $8 to $8.50 per bushel.

BEANS—		
Canadian, hand-picked, bush.	5 50	5 75
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 00
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	....	4 00
Peas, split, new crop (98 lbs.)	7 00	7 25
Peas, boiling, bushel	8 00	8 50
Peas, Japanese, green, lb.	0 10½	0 11

Looks Like Higher Peanut Prices Here

Montreal.

NUTS.—Prices have been under revision on Virginia peanuts, which effect was the result of reported shortage of Spanish. The results may reach here later. Grenoble and Marbot walnuts are arriving here.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)	....	0 20
Filberts (Sicily), per lb.	0 28	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo	....	0 40
Peanuts—		
Jumbo	0 23	0 25
"G"	....	0 18
Coons	....	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Evaporated Fruits Are Now Arriving

Montreal.

DRIED FRUITS.—It is welcome news that new dried fruits are arriving, and more are expected next week, among them table raisins. Evaporated apples are quoted a trifle lower at 23½ to 24 cents, but have been firmer of late. Demand is brisk.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice, seeded, 12 oz.	....	0 14½
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 28-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz.	....	2 75

No Low Prices For Fancy Molasses

Montreal.

MOLASSES, SYRUPS. — The outlook is for higher molasses prices, the market being decidedly firm under limited prospective supplies. Corn syrups are decidedly active and prices unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08
Antigua Molasses—		
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08

Note—Prices on molasses to outside points average about 3c per gallon less.

Steady Rice Sales With Price Holding

Montreal.

RICE, TAPIOCA.—A fairly steady movement of rice obtains, and prices are steadily held without change. Tapiocas are also fair sellers at unchanged prices.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Patna	0 14½	0 15½
Broken rice, fine	....	7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (pearl)	0 13½	0 14
Tapioca (flake)	0 12	0 13

Note. The rice market is subject to frequent change and the price basis is quite nominal.

Some Teas Received; Still Firm Market

Montreal.

TEAS.—The jobbers have been receiving a few teas shipped some months ago. Undertone is still very firm and only high or higher prices are looked for on most grades.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 40	0 42
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Strikes Have Held Coffee Supply Back

Montreal.

COFFEE, COCOA.—A strong coffee market obtains, without price change, however, and with movement continuing active. The New York strike held stocks back. Cocoa is firm, and under the sugar influence, sweetened may be inclined upward.

Enough Spice Here But Strike a Factor

Montreal.

SPICES.—Despite the fact that the longshoremen's strike at New York impeded movement, there has been no reported distress in this market, supplies being ample. Movement is very active.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 65	0 70
Cream of tartar (French pure)	0 75	0 80
Chickory, Canadian	....	0 20
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Is Active Sale For Package Goods

Montreal.

PACKAGE GOODS. — A continued movement of cereals in packages is reported by the trade. No changes are announced this week, although bulk oat prices have been easier and might affect the package oats.

PACKAGE GOODS		
Corn Flakes, 3½s, case	3 75	3 90 4 15
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	...	3 00
Oatmeal, fine cut, pkgs., case	....	4 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Farina, case	....	2 35
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Pancake flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-Raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12
Fliur, Tapioca	0 15	0 16

CEREALS.—The tendency of the bulk rolled oat market is unsettled and prices have been quoted which suggest price-cutting. The market is actually ruling at around $5. Cornmeal is selling more actively and is unchanged.

Cornmeal, Gold Dust	5 75	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 65	6 00
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	5 00	5 25
Rolled wheat (100-lb. bbls.)	....	7 10

Onions Hold High; Variety Reduced

Montreal.

VEGETABLES.—The price of tomatoes has soared since the supply is much less. Many lines are now discontinued. Onions hold high. Potatoes are plentiful and prices unchanged.

Beans, new string (imported) hamper	....	4 00
Beets, new, bag (Montreal)	....	1 90
Cucumbers (hothouse), doz.	....	2 00
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	0 50	1 00
Garlic, lb.	....	0 50
Lettuce, Boston (2 doz. crate), crate	....	2 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onions, yellow, 75-lb. sack	....	3 25
Do., red, 75 lbs.	3 25	3 50
Do., Spanish, case	....	8 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 25
Potatoes, Montreal (90-lb. bag)	1 50	1 60
Do., swet, hamper	....	2 50
Radishes, doz.	....	0 [illegible]
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), 30-lb. box	....	2 00
Do., green	....	1 00

Three Dollars Less Charged For Shorts

Montreal.

FEEDS.—A reduction of $3 per ton was made in the price of shorts this week. This was considered by the millers as necessary as there was too wide a spread in the differential between this and bran. There has also been more supply available with export milling orders in hand.

Shorts—		
Mixed cars	....	52 00
Bran		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, middlings	....	64 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

Farmers' Hay Prices Too High; Barley Up

Montreal.

HAY AND GRAIN.—The farmers are asking too high prices for their hay, and movement is very limited. No change of price has been made. Barley is up 4c per bushel, and oats unchanged.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 96
No. 3 C.W.	....	0 95
Extra feed	....	0 95
No. 1 feed	....	0 94
No. 2 feed	....	0 92
Barley—		
No. 3 C.W.	....	1 53
No. 3	....	1 52
No. 4 C.W.	....	1 50

Oranges Are Weaker; Fruit Variety Less

Montreal.

FRUITS.—A weaker feeling has developed in oranges and lemons in the U. S. market. Peaches are off the market. Grapes are still available in fair quantities. St. Lawrence apples are finished.

Apples—		
Fameuse	....	8 00
Gravenstein	5 00	5 50
Alexander, No. 1	7 00	7 50
Wealthy	7 00	8 00
Bananas (as to grade), bunch	....	5 00
Cranberries, bbl.	....	12 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	2 75
Grapes, basket	....	0 50
Grapefruit, Jamaican, 64, 80, 96	....	5 50
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	7 00	7 50
Plums, blue prunes	....	2 75
Pears, California	....	6 50
Keiffer Pears (box)	....	3 00
Do., bbl.	....	8 50
Oranges, Cal., Valencias	....	6 50
288-324	....	4 50
250	....	5 00
176, 200, 216	....	6 25

ONTARIO MARKETS

TORONTO, Oct. 31—The sugar situation is less acute, dealers report, and the Canada Refinery has announced an advance of 25c per cwt. Sharp advances have taken place in barley and peas. Millfeeds are easier. There is a strong tendency in spices and advances in the near future are not unlikely. Canned goods and dried fruits are for the most part steady.

Sugar Scarcity is Less Acute

Toronto.

SUGAR.—The sugar situation is gradually becoming less acute. There is a freer movement of supplies. The feature of the week in the sugar market is the advance in the price of Redpath's sugar to $11.46 per cwt., the same quotation as that of St. Lawrence. These two refineries are supplying this market. Quotations from the other refineries are steady at $11.21, but as far as the Atlantic and Acadia refineries are concerned the figure is merely nominal.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 21
Acadia Sugar Refinery, extra granulated	11 21
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Sell Unchanged

Toronto.

MOLASSES, CORN SYRUPS.—There is an active demand for corn syrups at the present time. The market is steady but some wholesalers state that there is a tendency to higher prices. The market for corn is fluctuating so much, however, that it is difficult to say just what the trend in corn products is.

Package Goods Steady and Strong

Toronto.

PACKAGE GOODS.—No changes are reported in quotations on package goods. The market is strong and steady. Rolled oats are selling at from $5.10 to $5.60 for the square cases, and at $5.60 for 20s round. Other lines are unchanged.

Sharp Advances Barley and Peas

Toronto.

CEREALS.—Sharp advances have taken place in both pearl and pot barley. Pearl barley in 98s is selling at $7.50, and pot barley at $6. A number of wholesalers are still offering rolled oats in 90s at $4.90, while others are quoting the former figure of $5. Golden cornmeal is selling at from $5.75 to $6.

	Single Bag Lots f.o.b. Toronto
Barley, pearl, 98s	7 50
Barley, pot, 98s	6 00
Barley Flour, 98s	4 50
Buckwheat Flour, 98s	....
Cornmeal, Golden, 98s	5 75
Do., fancy yellow, 98s	5 00
Hominy grits, 98s	5 50
Hominy, pearl, 98s	5 25
Oatmeal, 98s	5 70
Oat Flour	....
Rolled oats, 90s	4 90
Rolled Wheat, 100-lb. bbl.	6 50
Breakfast Food No. 1	....
Do. No. 2	....
Rice flour, 100 lbs.	....
Linseed meal, 98s	....
Peas, split, 98s	7 00
Blue peas, lb.	0 10

	....	....
	5 75	6 50
	5 00	5 50
	5 50	6 00
	5 25	5 75
	5 70	5 80
	....	....
	4 90	5 00
	6 50	7 00
	....	6 15
	....	6 15
	....	10 00
	....	6 75
	7 00	7 50
	0 10	0 11

Canned Goods Are Moving Freely

Toronto.

CANNED GOODS.—All lines of canned goods are moving to the retail trade in good supply, and quotations on the same are very firm. Canned vegetables are strong at the opening figures in most instances. Canadian corn is selling at $1.85 per case, and tomatoes are from $2 to $2.50. Both sliced and shredded pineapple are in demand, selling at from $4.50 to $4.75 per dozen for 2s.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	....
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	....	2 00
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricot, 4s, each	....	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

New Crop Raisins Selling Freely

Toronto.

DRIED FRUITS.—The new crop raisins that are being sold on the market are of splendid quality, and are selling very freely, even at prices higher than opening quotations a year ago. Thompson's seedless in 15-ounce packets are selling at 20½ cents, while the seeded in 15-ounce packets are selling at from 18 to 18½ cents. Thompson's seedless in bulk are selling at 19½ cents. New Californian dried peaches are quoted by some dealers this week. Opening prices are inclined to be high. Standards are quoted at from 26 to 28 cents, and quotations for extra fancy stuff go as high as 38 cents.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied peels, American		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 60
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromendary, 3 doz. in case	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur, blch., 25s	....	....
Seedless, 15-oz. packets	....	0 20½
Seeded, fancy, 1-lb. packets	....	....
Seeded, 15-oz. packets	0 18	0 18½
Seedless, Thompson's, bulk	....	0 19½
Seedless, 15-oz. packets	....	0 20½
Crown Muscatels, 2os	0 15¾	0 17
Greek Sultanas	0 25	0 27

Higher Prices For Spices Likely

Toronto.

SPICES.—The market for spices is extremely strong, and dealers look for higher prices on ginger, cinnamon and peppers, in the very near future. The spot market in New York has been pretty well cleaned up, and difficulty is being experienced in securing new supplies. In fact all spices show very strong tendencies. Supplies of cream of tartar are not at all heavy among the dealers, and it is stated that advances at an early date are not unlikely. Prices on French cream of tartar are being quoted at high levels.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43

Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	....	0 75
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

Growing Scarcity of Coffee Supplies

Toronto.

COFFEES.—The feature in the coffee market as far as it concerns Toronto, is the growing scarcity of supplies for immediate delivery. Stocks with some dealers are in very narrow range. Prices to the trade are unchanged. One buyer for a large wholesale house told CANADIAN GROCER that it would cost 31 cents per pound to import Rios laid down in Toronto. Rios are quoted to the trade at the present time at from 35 to 37 cents. The strike in Santos and also of the dockhands at New York has also contributed to the scarcity of supplies.

Java, Private Estate	0 51	0 53
Java, Old Goverrment, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Tea Stocks on Spot Not Heavy

Toronto.

TEAS.—The market for teas is steady at unchanged figures as far as the spot market is concerned. Prices on new importations are firm, but importers state that the tendency continues to be towards higher levels. Difficulties in transportation enter largely into the present condition of the market and interfere very considerably with the importation of supplies. In fact there is very little tea in importers' hands at the present time.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Active Demand For All Nuts

Toronto.

NUTS.—Quotations on nuts are steady and strong. Supplies bought for delivery next month, and up to the first of the year, will sell at fairly easy prices, but stock now being purchased is on a rising market, and is quoted at higher levels for later delivery. Shelled Brazil nuts that are now selling to the trade at 88 cents per pound, are costing 86½ cents to import, laid down in Toronto. Spanish peanuts are selling at 25 cents, and Chinese peanuts at from 18 to 19 cents. Cocoanut, both the sweetened and unsweetened kinds, are very strong. Unsweetened cocoanut is selling to the trade at 40 cents per pound, and the sweetened at 45 cents.

Almonds, Tarragonas, lb.	**0 28**	**0 32**
Butternuts, Canadian, lb.	....	**0 08**
Walnuts, California, lb.	**0 40**	**0 42**
Walnuts, Grenobles, lb.	**0 34**	**0 35**
Walnuts, Bordeaux, lb.	**0 28**	**0 30**
Filberts, lb.	**0 23**	**0 24**
Pecans, lb.	....	**0 30**
Cocoanuts, Jamaica, sack	....	**10 00**
Cocoanut, unsweetened, lb.	....	0 37
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	**0 18**	**0 19**
Brazil nuts, lb.	**0 21**	**0 22**
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88

Firmer Market Prevails in Rices

Toronto.

RICES.—The market for rices is a lot firmer than a fortnight ago. The tendency is towards higher levels, largely due to the fact that crops in Texas have been damaged by rainstorms. Blue Rose Texas rice is selling at 16 cents per pound to the trade. There is a very heavy demand for rices, and importers state that the market is likely to continue strong.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	....	0 15

Prices of Honey Are Steady

Toronto

HONEY, MAPLE SYRUPS. — The market for honey is steady at unchanged figures. There is an active demand for honey. Maple syrup is getting in small supply, and prices are strong at present levels.

Honey, Clover—		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	**0 24**
Buckwheat, 50-lb. tins, lb.	....	**0 18**
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	**0 29**

Prices Strong on Canadian Beans

Toronto.

BEANS.—The market is very strong in beans at the present time. There is a good demand and prices are at high levels. The new Canadian bean is of exceptionally fine quality but quantity available is not as large as a year ago.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bus.	5 75	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 15

Apple Receipts Are Heavy

Toronto

FRUITS.—Apples are arriving freely on the Toronto market, and offerings among the wholesale dealers are plentiful. Ontario Kings, of No. 1 quality are selling around $8 per barrel. Ontario Spies are selling at from $5.50 to $8, and Blenheims at from $5.50 to $6. Box apples, including McIntosh Reds, Jonathans and Kings, are selling at $3.25 per box. Emperor grapes in lugs are quoted at from $4.75 to $5, and in drums at $7.50, and in barrels, $8. California pears are $5.25 per box.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	7 25
150s and 126s	6 25	6 75
96s, 100s, 250s, 288s, 324s	4 75	6 50
Lemons, Cal., 300s, 360s	....	8 50
Grapefruit, 54s, 64s, 70s, 80s, 126s	4 50	5 50
Apples—		
No. 1 Ontario Kings	....	8 00
No. 1, Ontario Spies	5 50	8 00
Blenheims	5 50	6 00
McIntosh Reds, box	3 25	3 35
Jonathans, box	3 25	3 35
Kings, box	....	3 25
Nova Scotia Kings, bbl.	5 00	7 00
Cal. Pears	....	5 25
Grapes, Cal., Emperor, lugs	4 75	5 00
Do., drums	....	7 50
Cranberry, Cape Cod, bbl.	....	12 00
Do., half bbl.	....	6 00
Do., boxes	....	4 50
Can. Chestnut, lb.	....	0 20

Ont. Potatoes Are Now $1.75 Bag

Toronto.

VEGETABLES.—There is an active demand for all vegetables. Potatoes are arriving on the market freely. Ontarios are selling to the trade at $1.75, and New Brunswicks are bringing $2 per barrel. Jersey sweet potatoes in hampers are $2.25 and $7.50 in barrels. Turnips are $1 per bag. Thedford celery is selling at $5 per case, and cauliflower is from $2 to $2.50 per dozen heads.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 00	2 25
Carrots, per bag	....	1 00
Lettuce, basket, imported	....	3 50
Onions, Yellow Danvers, 100-lb. sacks	....	4 75
Onions, 50-bag lots	....	4 50
Spanish Onions, large cases	....	6 25
Do., medium crates	....	3 50
Onions, white, large sacks	....	5 00
Celery, Thedford, case	....	5 00
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	....	1 75
Ontario, No. 2s	....	1 75
New Brunswick	....	2 00
Jersey Sweet Potatoes, hamper	....	2 25
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 50

Steady Prices Rule on Flour

Toronto.

FLOUR.—The demand for flour for domestic account is not at all heavy. There is considerable moving for export. Prices to the trade are steady.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	**11 15**
In jute bags	....	**11 00**

Millfeeds Show Sharp Declines

Toronto.

MILLFEEDS.—Shorts have declined $3 per ton, the new price being $52.25. Choice middlings are $4 per ton cheaper at $60.25, and feed flour is quoted at $64.25.

Bran, per ton	45 25
Shorts, per ton	55 25

WINNIPEG MARKETS

Teas Show Little Change

Winnipeg.

TEAS.—There is very little change in the tea market. The tendency perhaps is towards higher prices on the finer qualities. Jobbers report that retailers are buying very freely their supplies for the next three months at present prices.

Heavy Buying of All Coffees

Winnipeg.

COFFEES.—There is very heavy buying by the roasters of all grades of green coffee. Many cars have been delivered the past two weeks and many more are in transit for Western points.

Santos, per lb.	$0 36	$0 36½
Bourbon, per lb.		0 38
Maracaibo, per lb.	0 42½	0 43
Mexican, per lb.	0 44	0 45

Advance Likely in Confectionery

Winnipeg.

CONFECTIONERY. — Confectionery lines of all kinds are due for a further advance. Manufacturers report that the cost of sugar and raw materials make this necessary. Retailers are advised to protect themselves for as long a time as possible.

Prices of Cigars May Go Higher

Winnipeg.

CIGARS.—Even at the advance already made Western cigar manufacturers are still below Eastern prices of like qualities. This situation cannot last long as the labor question is a very serious factor in Western made cigars. Manufacturers report that prices will have to advance again.

Brazil Nuts 28c in Shell

Winnipeg.

NUTS.—New stocks of Brazil nuts in the shell quoted at 28 cents per pound. Filberts are 26½ cents per pound, and whole walnuts 23 cents. Peanuts are 19 cents.

Brazil Nuts, per lb.	0 28
Filberts, per lb.	0 26½
Whole Walnuts, per lb.	0 23
Peanuts, per lb.	0 19

Evaporated Apples High in Price

Winnipeg.

DRIED FRUITS.—Evaporated apples are inclined to be high in price, 50 lb boxes selling at 25 cents per pound, and 25 pound boxes at 25¼ cents. New prunes are quoted all the way from 16 to 19½ cents, according to sizes. Figs range from $2.35 to $3 per box.

Evaporated Apples	
50-lb. boxes, per lb.	0 25
25-lb. boxes, per lb.	0 25¼
Filatias, in 50-lb. cases, lb.	0 26½
Figs, 6-row layer figs, 10-lb. boxes, per box	2 35
Do., 5-row layer figs, 10-lb. boxes, per box	3 00
Do., 20 8-oz. pkgs.	2 70
Choice Black, 25-lb. boxes, per lb.	0 20
Choice White, 25-lb. boxes, per lb.	0 22
Prunes, 100 to 120 in 25-lb. boxes, per lb.	0 16
Do., 90 to 100 in 25-lb. boxes, per lb.	0 17
Do., 80 to 90 in 25-lb. boxes, per lb.	0 19½
Loose Muscatels, Three Crowns, ungraded, 25-lb. boxes, per lb.	0 12½
California Seeded, 10-oz. pkge., 48 to case, per pkg.	0 14
Do., 12-oz. pkge., Maximus Fancy, per pkge.	0 12½
Do., 16-oz. pkge., Sun Maid, 36 to case, per pkge.	0 19¾

Rice and Tapioca at Firm Prices

Winnipeg.

RICES.—Spot rice and tapioca are held at very firm prices. Very little of the better grades of rice are being offered. Samples of American rice are very poor and prices very high.

TAPIOCA—		
Pearl, sack lots, lb.		0 14
Do., broken sacks, lb.		0 14½
RICE—		
Saigon, 50-lb. bags, lb.	0 10½	0 11
Siam, 100-lb. bags, lb.	0 11	0 11½
Elephant Siam, 100-lb. bags, lb.	0 12	0 12½
Japan, 100-lb. bag, lb.	0 13½	0 14
Patna, 100-lb. bag, lb.	0 11½	0 12
Chinese, 48-lb. bag, per cwt.		7 70
Sago, Singapore, 150-lb. bag, lb.		0 12

Millfeeds Are Selling Well

Winnipeg.

MILLFEEDS.—Bran and shorts are quoted at easier levels, at $40 per ton for bran, and at $50 per ton for shorts.

Bran, per ton	40 00
Shorts, per ton	50 00

Potatoes Are Now Easier

Winnipeg.

VEGETABLES.—Potatoes are quoted easier this week at $1.10 per bag. Turnips are $3 per cwt., and carrots are $4.

Potatoes, per bag	1 10
Turnips, per cwt.	3 00
Carrots, per cwt.	4 00
Beets, per cwt.	2 00
Cabbage, per cwt.	2 00
Manitoba celery, per doz.	0 90
Cauliflower, per doz.	2 50
Manitoba onions, cwt.	4 00
B. C. Onions, cwt.	5 00
Cucumbers, doz.	2 00

BRITISH COLUMBIA MARKETS

Sugar Stringency is Improving

Vancouver.

SUGAR.—The situation in sugar has improved very considerably of late, and the stringency as regards supplies is not being so keenly felt by the trade. Prices are on the whole steady and very strong.

Frosts Do Much Damage in B. C.

Vancouver.

FRUITS AND VEGETABLES.—The temperature dropped to 17 degrees in the Yakima and the Okanagan, the damage to apples being variously estimated up to 500 car loads in the Yakima and 350 boxes in the Okanagan. Many hundreds of tons of potatoes have also been frozen in the ground. Asheroft also had a destructive frost, damaging, it is said, about 50 per cent. of the yield. The market does not yet reflect the effect of this loss. Asheroft potatoes are selling at $40 and local potatoes at from $25 to $30. Apples are selling at $1.40 for cookers, and $3 for Gravensteins and Snows.

Oranges	$7 00	$7 50
Lemons	8 50	9 00
Sweet Potatoes, lb.	0 07	0 08
Cranberries, 15c, by bbl.		0 16
Sack Vegetables		
Carrots		1 25
Turnips		1 25
Beets		2 00
Parsnips		2 25
Cabbage, lb.		0 04
Cauliflower, doz.		3 00
Apples		
McIntosh, box		2 50
Wealthies, box		2 25
Jeffries, box		2 25
Jonathan, box		2 75
Spitz, box		3 25
Windsor Banana, box		3 25
No. 3 Cooking, box		1 50

New Pack Tomatoes Selling Freely

Vancouver.

CANNED VEGETABLES.—New pack tomatoes, solid pack, are selling at $2.15 per dozen, a reduction of 10 cents on the former price. The growing of the canning variety of peas in B. C. is practically a new venture, Broder having packed a few last year which were everything that one would wish. This year a more extensive acreage was planted.

Peas, Standard, per doz., 2s	$2 30
Early June	2 45
Sweet Wrinkled	2 70
Corn, 2s, doz.	1 95
Blueberries, 2s, per doz.	2 75
Do., gallons	10 75

Stocks of Dried Fruits Very Low

Vancouver.

DRIED FRUITS.—Stocks are very low. Deliveries of new crop have been held up with the strikes in California.

Shortage of Pastry Flour

Vancouver.

FLOUR.—There has been and still is a shortage of pastry flour. There are small deliveries made, but supplies are entirely inadequate to meet the demand.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., October 28.—An easier tone is noted in many staples. Business is going well. The sugar situation is not much easier. Granulated cornmeal is lower at $6 to $6.19, and ordinary is from $3.80 to $3.90. Rolled oats are $11.25. Molasses is higher at $95. Ontario cheese is selling at from 30 to 31 cents. Eggs are very scarce and will go higher. Fresh eggs are 65 cents, and case eggs 60 cents. Breakfast bacon is 50 cents. Pure lard is from 35 to 35½ cents, and compound lard is from 30 to 30½ cents. American pork is from 58 to 63 cents. Canadian onions are from $5.25 to $5.50. Malaga grapes are from $10 to $12.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 19
Cornmeal, ordinary	3 80	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	....	95 00
Sugar —		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 30	0 31
Eggs, fresh, doz.	....	0 65
Eggs, case	....	0 60
Breakfast bacon	....	0 50
Butter, creamery, per lb.	....	0 56
Butter, dairy, per lb.	....	0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 30	0 30½
American clear pork	65 00	67 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	3 70	3 75
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	....	....
Peaches, per lb.	....	....
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb. bags	5 25	5 50
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, box	10 00	12 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., October 28.—Creamery butter has advanced 2 cents. Dairy is now bringing from 45 to 50 cents for the choicest. Although there is no reduction in oat values, rolled oats in 80s can be bought for $4.15. A new shipment of package dates in Dromedary is quoted at $7.60, and Excelsiors at 16 cents. Bulk Hallowee dates are expected early in December and will sell at from 21 to 23 cents per pound. Baker's cocoa has advanced to 52 cents, and unsweetened chocolate to 47 cents. New evaporated fruits are arriving. Choice pears are 33½ cents and choice peaches are 25¾ cents. The supplies of new laid eggs are light. Demand is good. A small shipment of dried pineapples in 2s has arrived and is quoted at $7. Sago and tapioca are scarce. Bulk mincemeat, standard, is quoted at from 15 to 20 cents.

Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Flour, 96s, per bbl.	....	10 70
Rolled oats, 80s	....	4 15
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s, per case	20 70	21 30
Eggs, new-laid, local	18 50	19 00
Do., candled, storage	....	17 50
Tomatoes, 2½s, standard, case	4 30	4 60
Corn, 2s, case	4 20	4 80
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	9 35	10 25
Raspberries, 2s, Ontario, case	10 00	10 50
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	33 00
Oranges	....	7 00
Lemons	10 00	11 00
Grapefruit	....	8 00
Dates—		
Dromedary, case	....	7 60
Excelsiors, lb.	....	0 16
Hallowee, lb.	0 21	0 23
Pears, evaporated, lb.	....	0 33½
Pineapples, dried, 2s	....	7 00
Mincemeat, standard, bulk	0 15	0 20

HAS BUILT UP BUSINESS IN HUNTERS' SUPPLIES

Buys and Sells Skins

(Continued from page 148)

Supplementing his general grocery trade, Mr. McKey has done a big business in buying skins from the trappers, and disposing of them in Montreal. Last year he sold $6,000 worth of skins to Montreal firms. These consisted of beaver, mink, fisher, otter and muskrat. Buying these skins from the trappers, he states, has stimulated his other business, for the reason that many of the trappers take their pay in supplies. Special trappers' effects are carried in stock, and trapers find the McKey store the lace where all their requirements may be met. In the fall and winter months lumbering operations are a source of revenue. J. D. Shier Lumber Co. has its limits in this district, and are buyers on a fairly big scale at the McKey general store. The hunters, trappers and lumber campers replace active tourist trade in the fall and winter months, and are the means of enabling the merchant in the small places in the north to carry on, when without these sources of revenue, business would be very dull.

Will Not Probe Charge of Combine by Ontario Wholesalers

W. F. O'CONNOR, K. C., of the Board of Commerce, has given his decision in the application of the York Trading Company, Limited, of Toronto, refusing the request for an investigation into an alleged combine of manufacturers and wholesale grocers.

Application was made for an order directing investigation into an alleged combine on the part of the manufacturers, or the association known as "The Wholesale Grocers of Ontario," whereby the complainant company has been unable to purchase goods from certain manufacturers.

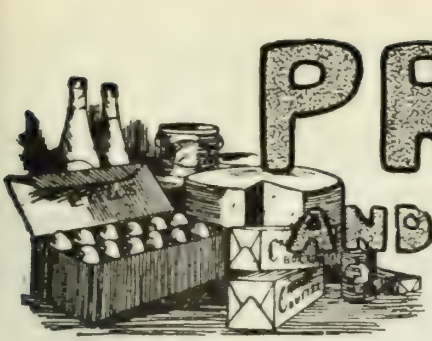
The same complain was made before the Parliamentary committee on the cost of living, which rejected it as being one reased by a set of individuals in their own interest as distinguished from the interest of the public generally.

Mr. O'Connor finds that the finding of the committee was correct. He declares:

"(1) I am of the opinion that the complainants' application for a hearing under part one of the Combines Act should be refused, because the granting thereof would not be in the interest of the public.

"(2) I am of the opinion that the existing system of distribution of groceries, the commodity in question on this application, is, as existing, not against the interest of the public.

"(3) That constant supervision on the part of the State of the costs and profits of manufacturers, wholesalers, jobbers, retailers and others will enable the affording of adequate relief in cases where it may be required."



PRODUCE AND PROVISIONS

A COOL APPEARANCE MEANS SALES

THE sanitary provision market conducted by A. Junget at Cabri, Sask., has the reputation of being one of the finest in Western Canada, despite the fact that it is located in this little town. Mr. Junget was formerly in business in Chicago and brought with him modern ideas of equipping a shop of this kind. The picture does not commence to give an impression of how this market appeals to the customer. It is always cool, fresh and clean, sanitary in appearance and thoroughly inviting. The dark green blinds are always drawn on hot days, the floor is covered with fresh cut sawdust. The counter is constructed of pure white marble. The great refrigerator in the rear, 10 x 12 in size, and the show case adjoining the counter are kept highly polished. The computing scale, meat cutter and cash register are likewise kept brightly shining. The store is painted white inside and out. The cash office to the left is only used in the fall of the year when business is exceptionally brisk. This firm uses a one-ton truck for making deliveries, and this truck is used in canvassing threshing outfits in the fall and in delivering their orders. It has travelled 6,000 miles over all kinds of roads, and has proved economical and trustworthy.

Modern Methods Demand Changed Conditions

In these modern times conditions are forcing a change in methods. With the growing cost of commodities must come a greater care in their sale. Fred. F. Daly, of Hamilton, Ont., instances some ways in which the use of equipment has saved him money and improved his business.

FRED F. Daley, Cannon Street, Hamilton, Ont. is a firm believer in the proposition that if you want to make a meat department pay, you must help it out with some of the mechanical conveniences that have come so much to the fore of late. It was all right, he contended, for instance, to slice bacon and cooked meats by hand in the good old days when bacon was about 16 cents a pound. Then it didn't very much matter whether one slice was thin as paper, and the next like a section of beaver board or not, people bought bacon in quantities, and they did not notice these little matters. Anyway, they had not been educated to expect the bacon to be cut in most instances. They took it home in the piece and operated on it with the kitchen knife, and this experience developed a greater leniency of feeling toward the efforts of the butcher.

But with the dawn of the days when bacon sold around 70 cents it figured out at about 5 cents an ounce, and when the customer came in to buy 25 cents' worth of bacon they not unnaturally preferred to have their purchase money spread over several slices rather than have it in one ponderous slice of varying thicknesses.

Once a Luxury, Now a Necessity

Under the old regime a meat slicer was a luxury that most grocers felt they could very well do without, without feeling that the world had dealt too hardly with them. With the dawn of the 70-cent bacon days, however, there has been a marked change in this feeling. The slicer has moved from the luxury class into that of the necessities. People when they buy bacon like to see something for their money, and as in the nature of things, they get comparatively little, it is somewhat essential to cut that little thin.

People Demand the Service

More than that, the growing prevalence of slicers has brought about a very decided preference for slicer cut meat. "It isn't everyone that tells you that they come to the store because you use a slicer," Mr. Daley states, "but when a customer comes in and asks that the bacon or cold meat be cut as thin as possible it is a pretty safe guess that she has come to the store because she knows that she can get her order filled here just as she wants it, and not in the good old hit or miss fashion peculiar to the hand-cutting era."

Brings Customers to the Store

Figuring it out this way Mr. Daley is quite convinced that the cutter is not only a wonderful time saver in his business, which in itself means money, but it actually brings customers to the store. They come because they like, too, this method of service. "Any way you look at it," according to Mr. Daley," the meat slicer is earning you money." It is bringing you customers, as has been stated. It is a saver of time, and Mr. Daley has found that this and one or two other mechanical conveniences represent about the work of an extra man, and that, therefore, the saving of that extra man's wages should be chalked down on the credit side of the ledger. And last but not least is the fact that the element of waste is eliminated." Harking back to the good old days referred to some little time ago, it might be remembered that if you lost a few slices at the end it was no great moment. The wily merchant had probably figured that in on the price, or else he let it go out of pure goodness of heart, in the open handed way that they used to tuck in a hunk of liver for the cat into the family purchase in those days. It was only a matter of a few cents anyway.

But now all these things are changed. With bacon and cooked ham selling at present figures, that little two-pound residue on the end of the cooked ham represents about all that the most optimistic merchant could hope for in the way of profit. If he doesn't sell it, he doesn't profit, and more or less expeditiously he retires from the business horizon. "You can't look after these ends," stated Mr. Daley, "if you are cuting by hand. If you do you will either slice off an arm, or find that you have devoted the best part of an afternoon to slicing a pound or two of ham. The chances are that you will relegate it to the waste box under the counter, and trust to making what profit you can in turning it into sausage. No way you look at it can you see any profit in this business unless you look after it scientifically. There is little enough profit anyway, but with good equipment and reasonable care, this profit may be made sure."

Mr. Daley also uses an electric sausage machine. Here again he has somewhat of an edge on the former days. In those good old days there were many evenings painfully grinding sausage meat by hand. It was a task that was never done, and one that had a tendency to make every muscle ache, and made one feel like greeting the rising sun of the following day with anything but song.

Now observe the contrast. A small boy, whose rent is merely nominal, can feed the meat into the machine, and in short order turn out 75 pounds of sausages that in the old days would be a task of half a strenuous day, or even more. Mr. Daley figures it this way: "These mechanical conveniences cost money, of that there can be no doubt, but in the element of saving of labor alone they would pay for themselves in a year

MERELY OBLIGING CUSTOMERS

To try and handle a cooked meat business without a slicer is merely a matter of doing business for someone else's convenience, believes F. McDougall, Ingersoll, Ont.

YOU can't make any money cutting meats with a knife." F. McDougall, of F. McDougall and Sons, Ingersoll, Ont., recently told a CANADIAN GROCER representative in the course of a conversation. Mr. McDougall believes that it is merely obliging customers to carry meats in a grocery store, unless one has installed a slicer. He said that before installing the slicer it was impossible to cut the meats to the customer's liking all the time. He either got them to thick or too thin, and in cooked meats there was considerable waste. Then from the customer's point of view, they were inclined to go where there was a slicer. "My sales have doubled since I put in the slicer." Mr. McDougall remarked, "and the waste that it has eliminated has made the meat department of the store profitable, whereas before it wasn't." Mr. McDougall, of course, does not handle fresh meats, only bacon and cooked hams. With the slicer he can always have a quantity of bacon cut up, in preparation for a busy day. The slicer makes this easy in the shortest possible time, making not only for economy, but for prompt service, being a great labor saving device. "I sell more than twice the bacon on a Saturday now, than I did before I installed the slicer, about two years ago," Mr. McDougall added.

Selling Bacon and Ham by the Ton

The D. Hamilton Store, Montreal, has no monopoly on the sale of bacon and ham. There are probably as many stores to the block in their vicinity, as in any similar locality in the country, yet the store averages sales of two and a half tons monthly. They have built this trade by a method of specialization. They maintain the flavor of their product with scrupulous care, suggesting to the housewife how to achieve the best results from her purchase. Window displays are an important factor also in encouraging this trade.

By A. H. ILLSEY

David Hamilton, 71 Fairmount Avenue, Montreal, sells immense quantities of ham. In fact Mr. Hamilton stated to a representative of CANADIAN GROCER that his sales of ham and bacon alone would total about two and one-half tons per month. In Easter month this year they were three and one-quarter tons, Mr. Hamilton said. This is some bulk for a retailer to turn out each month, and particularly so when opposition surrounds him on every hand, and reaching out, on their part, for a share of the business that is placed within the district.

This department is in charge of one of the assistants in the store, who is entrusted with the work of selling hams. It is considered best to have some one clerk responsible for the work, and progress can be better made in this way and uniformity maintained. Once used to the operation, a man performing it right along can also make better speed

Importance of Flavor

In building up so large a trade for smoked ham, one of the most outstanding facts pointed out by Mr. Hamilton was that he had for a long time procured a grade and quality of ham that was uniform in flavor. This was the result of the curing and smoking processes, and it has been gratifying to watch how well the business has developed. An interesting observation was made by Mr. Hamilton when he said:

"Some of our customers we have never seen. They were out for dinner, perhaps, to a friend's house. This friend was probably one of our customers, who had some of our ham for dinner. Remarking the excellent flavor, they would learn where it was bought, and in some cases we have had accounts come to us by telephone in just this way. Some of the new customers were miles away, but with the telephone so handy they were able to do business with us, and we give them good delivery service. Often our man will call them up the day before delivery is being made, and secure their order."

Here's Important Point

A most interesting observation was made by Mr. Hamilton. It was that of telling the woman of the house how to cook and prepare a ham so that it would have that different taste so much appreciated by anyone liking good ham.

"We tell them to leave the ham in the water after it has been thoroughly cooked," said Mr. Hamilton. "This allows the ham to absorb all the flavor. We also advise the addition of a small quantity of sherry wine and a small quantity of molasses. This is a suggestion appreciated by the customer."

Mr. Hamilton has served a good share of time in camp cooking. It is his good fortune now that he is in the grocery business to turn this knowledge to good account. It is really a strong asset.

Sells 500 Pounds Sausages a Week

In addition to the large sales of bacon

Ernest Ward, who dresses the display windows for D. Hamilton, 71 Fairmount avenue west, Montreal, has succeeded in making a most tempting display. Mr. Ward has secured a wide reputation for winning displays and his windows are always good.

and ham, Mr. Hamilton has been successful in selling much sausage and cooked meats. Of the former about 500 pounds weekly are disposed of and some Saturdays alone will require 150 pounds to be provided for the store's customers. In addition about $400 to $500 worth of cooked ham is sold weekly.

Other Big Sales

Of course, the sale of one line in large quantities often helps the other. Thus, in selling provisions, Mr. Hamilton has secured a large sale for butter. This is purchased in boxes and cut into prints as wanted. Experience has revealed this to be a good plan, and only creamery butter is sold. Asked if this was not a handicap in curtailing sales, Mr. Hamilton thought not. He believes, personally, that every customer should use good butter, even though less costly things are bought in other lines of goods. And, when it is considered that from 20 to 25 boxes of butter of 56 pounds each are sold weekly, the proprietor ought to have little anxiety about losing butter trade. For this makes a total of from 60,000 to 70,000 pounds yearly.

Eggs, too, have had a heavy sale. It has been a very strong point with Mr. Hamilton to secure and sell only choice stock. He has sold many customers eggs who had been disappointed with what they bought elsewhere, and this was because he had exercised care to sell only select stock. For, when a grocer sells fresh eggs, he should doubtless strive to sell really fresh eggs, in all that the term implies. From 25 to 28 cases, or from 750 to over 800 dozen eggs are sold weekly.

In like manner, the sale of lard and shortening are stimulated

Window Displays

Of window displays, the Hamilton store can boast many excellent ones. The dresser, Ernest Ward, has had a wide experience in this work and in many different parts of the country, as well as in England. He has won several prizes in large nation-wide contests.

Winning Touches These

Mr. Hamilton related an experience in connection with his Easter trade this year that might be of value at any holiday season. This was regarding his purchase of plants for sale to the trade, and which proved a success. "We sold about three loads of these plants, and there were probably 150 plants in all. It was not our intention to make a big profit, but we added what we thought fair—in some cases ten cents on a plant. They sold quickly and this was our idea."

The advantage of having these plants on the day or two preceding Easter was that of making the store attractive and bright and assisting in the general display. The results were most satisfactory, and the customers well pleased, Mr. Hamilton concluded.

Selling 25 to 500 Pounds of Fish Daily

Forced to Move to Side Street, Verdun Fish Retailer Builds Bigger Business and is Still Going Strong—His Methods Worthy of Emulation

WHEN I came here four years ago, I sold about 25 pounds of filleted fish daily; now I sell about 500 pounds on the average, and on Fridays sometimes fully 1,500 pounds."

The story of this growth is the story of H. Marshall's fish store, located at 1441 Verdun avenue, Verdun, Quebec, and the methods described herewith may be of value to those who would make their business a growing affair—and, therefore, a money maker.

Made a Beginning

"We really built our business up from the cooked fish idea," said Mr. Marshall, as the writer referred, on entering the store, to a large battery of cooking vats, in which cooking oils are contained for preparing the cutlets or fried fish that are sold every day of the week, excepting Monday and Sunday.

It was on this wise: Folk like fish—everyone likes it when it is appetizingly prepared and when there is no work to do. Cleaned and cooked in this wholesome oil, and with accompanying "French Frieds," who is there who would not acquire a growing appetite for the "brainy" food used so extensively by the many who know what's good to eat—good for body and brain? Just striking this idea and sticking to it, Mr. Marshall has toiled on from his humble beginning when 25 pounds of fish sufficed to supply his customers' wants, daily, until an average of 500 pounds is now required. And, mind you, the end is not yet. There is going to be greater growth—a great big growth, Mr. Marshall says.

Ousted, But Hopeful

"As soon as my landlord saw that I was making good," Mr. Marshall continued, "he thought he would let one of his friends in on my location. I had to move. Looking about I could not find a store without paying a big rent for it. This place," he continued, "was a house with four rooms where you see this one. I just took the partitions down and made the place into a store."

Mr. Marshall wears an optimistic smile that does not wear. It stays with him, and he with it. Be it said to his credit that he has not been downcast because of the opposition that confronted him. Moving off one of the business streets—

when required for the above reason to vacate his first store—he accepted what some men would have felt a decided handicap—that of a poor location. But, as events have since proven, and without question, he made his customers follow. With few, if any exceptions, these customers are still his and sales to them, as well as to others, have increased. And the trade has expanded until orders are shipped outside the province—one received a few days ago being from a Toronto citizen who liked the "Marshall Service" so well that he wanted it continued, even though a space of over two hundred miles separated buyer and seller.

It Requires Energy

"The fish business is no place for a lazy man," said Mr. Marshall. "And if he cannot clean and fillet a fish for his customer, he will not succeed."

This statement was the result of a question by the writer regarding the filleting of fish. "I have a good man who can fillet fish quickly and who does it well." A large platter of tempting haddock fillets that had been dressed and prepared in a very few minutes, demonstrated the process. This plan has worked so well here that Mr. Marshall sells by far the largest percentage of his fish in filleted form.

"I see a great future for the fish business," continued Mr. Marshall, "here in Montreal. When I started, people would only buy fish on certain days. Now I sell it every day. Monday is the only quiet day in the week."

Cement Base Windows

You, Mr. Grocer, who, it may be, are discouraged from handling fish, would be as interested as was the writer in viewing the window arrangements of this store. The windows—that is, the base of them, are made of Portland cement, sloped toward the back, with a marble slab used in the centre, also placed in a sloping position toward the glass. This cement floor idea is part of a principle carried out throughout the store and in fact in the big cooling room at the back, in the cleaning room, in the garage at the rear—everywhere that fish are handled.

As before mentioned, crushed ice is employed on which to place the fish. Keep fish fresh and wholesome without ice? No sir. Might as well try to keep eggs fresh without it in summer's melting days of July and August. "I never stint on ice—we always use lots of it," stated Mr. Marshall.

This cement base is rounded at the back and its height at the rear is a foot or 15 inches higher than the front. In the centre it is built with a horizontal level, oblong section, so that a vase of flowers or a box of vegetables could be placed there. Near the glass, an opening is provided to carry off the accumulating water from melting ice. And a whole cart load of crushed ice can be accommodated, ensuring a supply which lasts, according to weather temperature, from one to two or three days. This ice is bought at $1 per load, and is considered a good investment at that. Displays are made right on this crushed ice, and one window has a small fountain, which may be utilized at will. Incidentally, Mr. Marshall estimates his windows to have developed sales fully 25 per cent. above normal.

This Original, Too

A very unusual and unique arrangement has been carried out just back of the plate glass window. Half inch gas pipe has been placed across the window behind the top of the glass sash, and this pipe is an extension from the city water service. "In the summer we have a stream of running water forced through this pipe and running right down the inside of the glass. It helps to keep the window cool and draws people to the window. And it also keeps the flies away from the display," said Mr. Marshall. Certainly this is an ingenious arrangement and it has taken but a little while to carry out the plan, with practically no cost for upkeep.

In the other window, as already stated, a small fountain has been placed right in the centre of the cement base. This affords excellent opportunity for showing vegetables, enabling the merchant to retain these vegetables quite fresh even in hot weather.

"Last winter someone had been out fishing and brought us some live fish. We had a small refrigerator case empty and put water in this. Then the fish were placed in this and the kiddies were greatly interested. They called the attention of their parents to this, too. The children are greatly interested in these things, and they are good advertisers," stated Mr. Marshall.

This Proved a Winner

Mr. Marshall also considers his auto delivery truck one of the best investments he has made, in that it has proved itself to be an effective advertisement for his business. The photograph will indicate what a splendid impression is made upon the customer, and upon prospective customers, even far away—many miles from the store in some instances. It lends an air of distinction. It denotes speed in the dispatch of orders placed with a store using one of these for delivery. "And while it does not pay us to make delivery of an order this way, always, it gets people in the habit of coming to the store, and then they genrally take their parcels with them," was Mr. Marshall's explanation of one of the advantages of using this truck.

One of the principal benefits derived

When a man can carry his smile with him under adverse conditions, he can turn it to good account in making trade conditions better. Here you see Mr. Marshall ready for serving his patrons and his fish supply, resting on a solid body of crushed ice, will not last long. When a store can dispose of anywhere from 500 to 1,500 and even 2,000 pounds of fish in a single day to consumers it denotes some unusual qualities in the salesman.

is that of the speed with which fish are secured on the arrivals of trains. "Sometimes the trains are late and with this auto truck we can go and bring our fish quickly when the train comes in. We can place four barrels of fish inside the delivery and any extra supplies that we may have bought can follow later. It is a great help in this way.

"Then, again, we can make deliveries anywhere in the city without having to secure an extra cartage license, for the license for the auto delivery is a provincial one. Of course, for some deliveries we use the light rig and single horse." The lettering on the body of the delivery car is a standing and an excellent advertisement in itself, and wherever it goes. One customer—a restaurateur—buys about 300 lbs. weekly.

A Believer in Concrete

Taking the writer to the rear of the store, Mr. Marshall pointed to the excellent cooling chamber he has provided for storing fish. This is constructed of cement blocks, cemented over smoothly afterward, and making an unbroken wall. This chamber is dark and of large proportions, being about eight by 16 feet, and eight feet or more high. With cement floor there is provided a room that will readily pay for itself.

To the rear of this is the garage. This is of ample proportions and the same construction is used here. All told, the outlay for these two excellent and permanent rooms was in the neighborhood of $700. The garage opens right into the lane at the side.

A small cleaning and filleting room is provided at one side of the store and here the floor is of cement, also. It has proved to be an excellent idea—this plan of having cement everywhere that fish may be stored or treated. It makes for cleanliness and water can be used on it freely.

Cash Business Best

Asked as to whether any credit was given, Mr. Marshall replied that it was not. "I had one customer who used to buy about $4 worth of fish from me every week. She paid cash, too. Then they had the 'flu' there and they wanted fish and I did not feel like refusing to send it. It was charged. They ran up a bill of $8 or $9, and when they got better they stopped buying altogether, and I never see them any more. I lost both account and further business."

One of the plans that is followed is that of cultivating new customers, and this is a paying thing. Calling personally, Mr. Marshall says, is a good thing and this brings in new patrons.

WINNIPEG GROCERY BROKERS TO HANDLE COFFEE ACCOUNT

Nicholson & Rankin have secured control of coffee lines of the well-known J. Aron & Company, Inc., of New York, for Western Canada from the Great Lakes to the Pacific coast.

Mr. Nicholson, who personally looked after the coffee end of his former business, will now devote considerable time to this line.

R. J. Drolet, of J. Aron Co., Inc., is now calling upon the local trade with Mr. Nicholson. He will then proceed West to look over conditions of interest to his firm and Messrs. Nicholson and Rankin.

Mr. Drolet is an old Montreal boy and has a large connection in Canada. He at one time was salesman with the Quaker Oats Co., of Peterboro' and is renewing old acquaintances with many old friends here.

PECULIAR POISONING CASE IN DETROIT

Ripe Olives Accused of Doing the Damage. Other Medical Men are Inclined to Disbelieve This Contention

The death of five persons in Detroit recently, due, it is claimed, to eating tainted ripe olives, and the consequent ban on certain varieties of olives and canned food in that city, has brought the matter sharply to the public attention. The deaths, it is stated, were a result of infection by bacillus botulinus, a germ formerly thought dangerous to animals only.

This is another of those instances where the blame is perhaps somewhat too readily laid at the door of a well-known food commodity.

Till quite recent date, there was hardly ever a case of ptomaine poisoning that blame was not laid to canned food, till the public became quite convinced that death lurked in many a tin can. Recent exhaustive investigations by Dr. M. J. Rosneau, of Harvard University, have proved the fallacy of these contentions. In very many instances investigated the diagnosis was incorrect, while in no single instance of thousands investigated where canned goods were charged with being the cause of the trouble, did a scientific investigation prove the charge correct.

Dr. Nasmith, a well-known Toronto pathologist, is inclined to look askance at the diagnosis of the cause for the Detroit tragedy. He is confident that there is no real danger. It is very probable that systematic investigations of the Detroit case will show that there was no foundation for the assumption that olives were the cause of the infection.

WILSON & CO., CHICAGO, TAKE OVER CHATHAM PACKING COMPANY'S PLANT

Negotiations which have been on the way for some time with Wilson and Company, packers, of Chicago, with regard to the taking over of the Chatham Packing Co., Chatham, Ont., have been completed, and a delegation arrived recently to formally take possession.

It is understoood that the Wilson Company intend enlarging the present plant with a view to increased output. Arrangements are being made for immediate operations, and it is confidently expected killing and curing will be under way in two or three weeks' time. In the meantime the construction is going ahead.

W. W. Bowers, of Wilson and Co., stated at a luncheon given by the directors of the Chamber of Commerce, that at the present time the company plans to open the plant on hogs, and will extend it just as rapidly as conditions will permit. It is planned to extend the operation of the plant to include sheep and cattle.

DO THE RETAILERS PAY FOR FREE MILK BOTTLES?

Question Discussed at Meeting of Grocers' Section of Retail Merchants' Association

At a meeting of the grocers' section of the Retail Merchants' Association this week, the question of the dairies giving out free milk bottles to the consumers was discussed. It was the consensus of opinion that the retailers were paying for these free bottles by paying half a cent more per pint for milk. A resolution was passed asking the dairies to pack quart bottles in cases of one dozen each. The matter of asking the civic authorities to strictly enforce the closing of all stores on statutory holidays and those ordered by proclamation, was also taken up, but action was deferred until the next meeting. The early closing by-law petition is in the hands of a committee of the Board of Control, and a report on the recent police census that was taken to verify the grocers' list, is soon expected.

A municipal committee has been formed consisting of Messrs. Dowson, Clark, Nichol, McLean and Burns, who in turn will appoint sub-committees to act in conjunction in the different sections of the city.

The powers of the Board of Commerce were also discussed to some extent, but on account of lack of time, along with other questions, was left until another meeting.

ARE YOU GOING TO DO IT?

It has been rumored that some grocers in Canada have been letting certain quantities of sugar reach buyers that have come in from the United States. There is, of course, a shortage of necessary quantities of sugar there, and the consumer will naturally seek a supply wherever he may be able to secure it. There are many points at which autos may cross the line and their owners secure a few pounds of sugar. CANADIAN GROCER is not aware of actual cases where this condition has been proven, but it has been asserted that considerable sugar was secured by buyers as above. In view of the fact that refiners can hold out little prospect of the Canadian market improving for some time to come, either as to price or quantity, it would seem to be well to guard one's own established trade, and supply it as regularly as possible with the commodities it is bound to need.

You know

Robinson's "Patent" Groats

and

Robinson's "Patent" Barley

The best foods for Infants and Invalids—nearly 100 years' reputation. So we just need to remind you that your stock may be getting low. If so, order at once through the Canadian representatives—

MAGOR, SON & CO., LIMITED

191 St. Paul Street, W., MONTREAL
30 Church St. TORONTO

Known and asked for the world over

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

Flies Fleas Mosquitoes Ants Wasps Beetles Bugs Cockroaches or Moths

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London, England ——— Established 1788

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., LIMITED

10 McCaul Street, TORONTO

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 28—An advance of two cents has been made for butter and the tendencies are higher still. Eggs, too, are up one to two cents per dozen. Cheese, new, is advanced in some quarters half a cent. Lard is up one cent and shortening half a cent. Hogs are down half a cent from the basis of a week ago. Trade is fairly active.

Slight Decline on Hogs; Cattle Hold

Montreal.

FRESH MEATS.—The hog market has been quite irregular, although the local price basis has been less affected than outside markets. Prices paid for select weights here this week range from $17.50 to $18 per cwt.

FRESH MEATS—		
Hogs, live	17 50	18 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs	....	27 00
Sows (heavy)	23 50	25 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Pork sausage (pure)	....	0 25
Farmer sausages	....	0 18
Bone trimmings and trimming	0 20	0 25
Trimmed shoulders	....	0 29
Fresh Beef—		
(Cows)	(Steers)	
$0 20 $0 22 ..Hind quarters..	$0 24	$0 25
0 12 0 13 ..Front quarters..	0 14	0 15
.... 0 27 ..... Loins	....	0 35
.... 0 22 ..... Ribs	....	0 25
.... 0 11 .... Chucks	....	0 14
.... 0 18 ..... Hips	....	0 22
Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), lb.	....	0 16

Fair Sale For Cured Meat

Montreal.

CURED MEATS.—With a fair demand obtaining, and with practically no change in the market basis, cured meat supplies are ample.

Hams—		
Medium smoked, per lb. (Weights), 12-14 lbs.	....	0 38
14-20 lbs.	....	0 37
20-25 lbs.	....	0 35
25-35 lbs.	....	0 29
Over 35 lbs.	....	0 27
Bacon—		
Breakfast	0 43	0 52
Windsor	....	0 51
Cottage rolls	....	0 34
Picnic hams	0 25	0 27
Barrel Pork—		
Canadian short cut (bbl.) 30-40 pieces	....	54 00
Clear fat backs (bbl.) 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	47 00
Plate Beef	....	32 00
Mess Beef	....	28 00
Bean Pork	....	48 00

Good Demand For Cooked Meats

Montreal.

COOKED MEATS.—There is a fairly large demand for cooked hams and for tongue, etc., and prices are without quotable change of any kind.

Head Cheese	....	0 13½
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 57
Hams, cooked	....	0 56
Shoulders, roast	....	0 45
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

One Cent Higher Asked For Lard

Montreal.

LARD.—Some have advanced their prices 1 cent, and there is a general firmness of undertone which may continue for a week or two.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 31½	0 32
Tubs, 50 lbs., per lb.	0 32	0 32¼
Pails, 20 lbs., per lb.	0 32¼	0 32½
Bricks, 1 lb., per lb.	0 34	0 35

Firmer Undertone For Shortening

Montreal.

SHORTENING.—Under the influence of the lard market's strength, shortening is marked up in some quarters ½ cent per pound. The sale is quite satisfactory.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29½
Tubs, 50 lbs., per lb.	0 29½	0 30
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	0 32	0 32½

Margarine No Higher Though Butter is Up

Montreal.

MARGARINE.—Notwithstanding the fact that butter has firmed so materially within the past two weeks, margarine, while steady, is unchanged. Retailers are buying what they need for a few days only.

MARGARINE—		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

Half-cent Increase For New Cheese

Montreal.

CHEESE.—While the announcement made about a week ago to the effect that the British Government had effected an agreement with the Belgian Government that both should retain a parity of price for cheese purchases had an unsettling effect here, the market has held quite steadily for the most part, and new cheese is quoted up 1 cent at 30 cents per pound.

CHEESE—		
New, large, per lb.	0 29½	0 30
Twins, per lb.	0 29½	0 30
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 33

Two Cent Advance For Creamery Butter

Montreal.

BUTTER.—A 2 cent increase in the price of creamery butter has been effected, and the market undertone is decidedly strong. This is the result of higher markets for the product in New York, and the exports have been also very heavy.

BUTTER—		
Creamery, prints, fresh made..	....	0 63
Creamery, solids, fresh made..	....	0 62
Dairy, in tubs, choice	....	0 52
Dairy prints	....	0 52
Bakers'	0 45	0 47

All Grades Eggs Again Advance

Montreal.

EGGS.—An advance for eggs all around has been effected and new laids are quoted at 72 cents. These are scarce. No. 1s are up 2 cents, and selects 1 cent.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 64
New laids	0 72	0 73

No Price Changes For Poultry Here

Montreal.

POULTRY.—The market is continuing active, and steady prices are maintained on all varieties. The receipts are heavy of live birds, weather conditions permitting steady shipments to be made.

Many Oysters Lost; Big Fish Movement

Montreal.

FISH.—Many heavy shipments of oysters have been lost owing to the New York strike. This, in some instances, worked great hardship on the Canadian buyer, the loss being all or partly sustained by the consignee. A heavy movement of fish is expected within a few weeks, and already business is improving.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 08	0 09
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07

"As famous as its namesake"

Black Watch
CHEWING
TOBACCO

Get your share of this good paying business by stocking and pushing this famous brand.

Handled by all the wholesale trade.

"There is Nothing Like It"

TIZ-HOT

An absolutely distinctive beverage that won instant favor when first introduced. **It is different,** and in its individuality lies the secret of its popularity.

Fruits and herbs, skilfully blended and compounded, give it a flavor that "nips" and a warmth that makes the body "glow." It is an excellent appetizer and aid to digestion. A drink that wins in the first glass.

TIZ-HOT

It is enjoyed by many people in your community and those to whom its acquaintance is a new delight will appreciate your recommending it. Like all Drewry lines it is widely and effectively advertised.

The growing tendency to make the soft drink trade a year round profit-maker led us to prepare a line of beverages that are specially suitable for the colder weather. The list herewith includes many drinks that are popular, quick-moving and profitable.

We have folders, hangers and other dealer helps that would prove of assistance to you in developing this trade. Among other means they suggest a wide variety of uses to which our beverages lend themselves.

Seasonable Specialties

(Unfermented)

- Cordials
- Hot Toddy
- Maltum
- Ale
- Maltum Stout
- Dry Ginger Ale
- Tomato Nectar
- Imperial Beef Cordial
- Johnston's Beef Cordial
- Bovril Cordial
- Ginger Stout
- Oyster Cocktails
- Fruit Wines
- Lemon Squash
- Ginger Wine
- Creme de Menthe
- Grapeine Squash
- Grape Juice
- Ginger Beer
- Tripure Water
- Natura Water
- Aerated Waters
- Jersey Creme
- Dry Lemon
- John Collins
- Lemon Frappe
- Grapeine Frappe
- Grape Juice
- Raspberry Vinegar
- Syrups—Extra Heavy
- Lemon Juice
- Lime Juice Cordial
- Lime Juice
- Ciders
- Lemon Beer

A Few Suggestions For Its Use

A small quantity, say two or more teaspoonfuls (according to taste) makes a welcome addition to Grape or other Fruit Juices, Fruit Wines, Ciders and all Aerated Waters. In Ginger Ale and Ginger Beer a smaller quantity may be used. Two tablespoonfuls added to a tumbler of hot or cold water, sweetened to taste makes a warming and comfortable **winter** beverage.

Used as a Cocktail **before** meals, it acts as a splendid digestive and is highly recommended as a stomachic. Three teaspoonfuls in a wine glass of water and a little sugar, or with any other drink as a base, is suggested—More Tiz-Hot may be used if desired, it being largely a matter of taste.

E. L. DREWRY, LIMITED

WINNIPEG, MANITOBA

Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00

PICKLED FISH

Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

SMOKED FISH

Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25

OYSTERS

Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00

SUNDRIES

Paper Oyster Pails, ¼ per 100		1 75
Crushed Oysters Shell, 100-lbs.		1 50
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Oct. 31—Fresh meats and provisions are for the most part steady. Live hogs are still ruling around $17.50 on the fed and watered basis. Both the cheese and butter markets are very strong and sharp advances have taken place this week. Fish and poultry are selling freely.

Fresh Meats Steady At Lower Prices

Toronto.

FRESH MEATS.—There is an inquiry for fresh meats, but prices continue to rule at the lower figures. Live hogs on the Toronto market are bringing $17.50 per cwt. on the fed and watered plan. Fresh legs of pork are quoted easier again this week at from 30 to 33 cents per pound. Tenderloins are 48 cents per pound. Hind quarters of beef are selling at from 15 to 23 cents per pound. Spring lamb is steady at 20 cents per pound, and calves are from 22 to 27 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt	....	$28 00
Live on cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 50
Live, f.o.b., per cwt.	....	16 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30	0 33
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	....	0 48
Spare ribs, lb.	0 14	0 18
Picnics, lb.	....	0 23
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 15	0 23
Front quarters, lb.	....	0 14
Ribs, lb.	0 12	0 22
Chucks, lb.	0 14	0 17
Loins, whole, lb.	0 22	0 32
Hips, lb.	0 15	0 20

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 27
Lambs, whole, yearling, lb.	....	0 15
Spring lamb, lb.	....	0 20
Sheep, whole, lb.	0 10	0 14

Above prices subject to daily fluctuations of the market.

Hams and Bacon Steady and Firm

Toronto.

PROVISIONS.—There is a good demand for bacon and hams, with prices ruling at practically steady figures. In hams the skinned backs, rib in, are slightly firmer at from 50 to 51 cents, and the boneless backs at from 53 to 55 cents per pound. Breakfast bacon is steady at from 40 to 45 cents for ordinary, and at from 48 to 52 cents for fancy.

Hams—		
Medium	0 38	0 40
Large, per lb.	0 32	0 35
Heavy	0 30	0 33
Bacon—		
Skinned, rib, lb.	0 50	0 51
Boneless, per lb.	0 53	0 55
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 32	0 33
Wiltshire (smoked sides), lb.	0 37	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 30	0 31
Do., av. 70-90 lbs.	....	0 30
Clear Bellies, 15-30 lb.	0 30	0 31
Squares in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	0 31	0 32

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	45 00	46 00
Short cut backs, bbl. 200 lbs.	....	60 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	56 00
Lightweight	60 00	61 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Unchanged

Toronto.

COOKED MEATS.—No changes are reported in prices of cooked meats this week. The market is steady and firm. Boiled and roast hams are selling at from 57 to 58 cents per pound.

Boiled hams, lb.	0 57	0 58
Hams, roast, without dressing, lb.	....	0 58
Shoulders roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 58
Jellied Pork Tongue	....	0 50

Above prices subject to daily fluctuations of the market.

Butter Shows Sharp Advances

Toronto.

BUTTER.—The market for butter has again advanced. There is a strong upward tendency in values, and the creamery prints are selling at from 60 to 63 cents per pound. Fresh dairy prints are selling at 52 and 53 cents per pound.

Creamery prints (fresh made).	0 60	0 63
Dairy prints, fresh, lb.	0 52	0 53
Dairy prints, No. 1, lb.	....	0 50

Cheese Prices Again Higher

Toronto.

CHEESE.—Cheese is also very strong in price, and the tendency is decidedly upward. Large cheese are selling to the trade at 30½ cents ,and Stiltons at 34 cents.

Cheese—		
Large	0 29	0 30½
Stilton	....	0 34

Twins 1c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Has Moderate Demand

Toronto.

MARGARINE.—There is a moderate demand for margarine. Number one pound prints are selling at from 35 to 36 cents per pound, and number two pound prints at from 32 to 34 cents.

Margarine—		
1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Receipts of Fresh Eggs Are Light

Toronto.

EGGS.—Receipts of fresh eggs from the country are very light these days, and quotations on them to the trade are higher, at from 70 to 75 cents per dozen. Storage selects are from 62 to 63 cents per dozen.

Eggs—		
No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new laids, in cartons, dz.	0 70	0 75

Prices shown are subject to daily fluctuations of the market.

Lard Selling Unchanged

Toronto.

LARD.—Lard is selling steady this week, the price being unchanged at from 30½ to 31 cents per pound.

Lard, tierces, 400 lbs., lb.	0 30½	0 31

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Fish Quotations Show Little Change

Toronto.

FISH.—There is a brisk demand for fish of all kinds. Receipts of lake fish are a little uncertain, but prices are for the most part steady. Red spring salmon is selling at 25 cents per pound, and Cohoe salmon at 20 cents per pound. Dressed whitefish and pickerel are selling at 14 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 13
Do., market, lb.	0 08	0 10
Haddock, heads off, lb.	....	0 11
Do., heads on, lb.	....	0 10
Halibut, chicken	0 20	0 21
Do., medium	....	0 22
Flounders, lb.	0 07	0 10
Salmon, Red Spring	....	0 25
Cohoe Salmon	....	0 20
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon	....	0 24
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	....	0 10
Do., dressed, lb.	0 11	0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14
Whitefish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Active Demand For Shortening

Toronto.

SHORTENING.—There is an active inquiry for shortening at steady prices. It is selling to the trade at 28 cents per pound.

SHORTENING—		
Tierces, 40 0lbs.	0 28	0 28½

Poultry Prices Are Easier

Toronto

POULTRY.—Poultry is selling very freely, and prices in some instances are slightly easier this week. Turkeys, dressed, are selling to the trade at 45 cents per pound, geese at 30 cents, and ducklings at 33 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 30	- 0 35
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	- 0 18	0 23- 0 28
Ducklings, 3½ lbs. up	- 0 21	- 0 28
Geese	- 0 16	- 0 20
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 24	- 0 27

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 30
Do., light	0 25
Chickens, spring	0 32 0 33
Ducklings	0 33
Geese	0 30
Turkeys	0 45

WINNIPEG MARKETS

Hog Receipts Heavy But Pork Steady

Winnipeg, Man.

FRESH MEATS.—Pork is very steady at present. Receipts are reported heavy.

Chicago markets are reported 25 to 40 cents higher.

HOGS—		
Selects	....	$17 00
Heavies	$14 00	16 00
Lights	....	16 00
Sows	13 00	15 00
Stags	10 00	11 00

Provisions Are Holding Firm

Winnipeg, Man.

PROVISIONS.—The market for provisions is steady. Bacon is selling from 43½ to 53½ cents, according to weight of sides.

BACON—		
Choice light, per lb.	....	0 53½
Heavy, per lb.	....	0 43½
Bellies, per lb.	....	0 38½
Back, light, per lb.	....	0 50
Cooked Ham, skinned, per lb.	....	0 59½

Cheese Market is Very Firm

Winnipeg, Man.

CHEESE.—The cheese market is very firm. Ontario large cheese is selling at 30 cents per pound, and twins at 30½ cents.

CHEESE—		
Ontario, large, per lb.	....	0 30
Ontario, twins	....	0 30½
Ontario, triplets, per lb.	....	0 30¾
Manitoba, large, per lb.	....	0 29½
Manitoba, twins	....	0 30

Butter is in Heavy Demand

Winnipeg, Man.

BUTTER. — Butter is very firm. Prices are unchanged. Demand is heavy for the better grades.

BUTTER—		
Creamery, bricks	$0 58	$0 60
Dairy	0 44	0 45

and supplies are light. Prices are high.

Active Demand For Lard and Shortening

Winnipeg.

LARD.—Prices for lard are steady.

LARD		
1-lb. bricks	....	0 34½
3-lb. tins	....	0 32½
5-lb. tins	....	0 32¼
10-lb. tins	....	0 32¼
20-lb. pails	....	0 32
SHORTENING—		
1-lb. bricks	....	0 28½
20-lb. pails	....	0 28

Eggs Have an Active Inquiry

Winnipeg, Man.

EGGS.—Eggs are in brisk demand with demand active. Shortening too, is selling freely.

EGGS—		
Strictly fresh, cartons	$0 58	$0 60
Seconds	0 44	0 45

VANCOUVER MARKETS

Fresh Meats Steady to the Trade

Vancouver.

FRESH MEATS.—There is not much change in prices of fresh meats to the trade. Beef, No. 1 steers, are quoted at from 18 to 19 cents, and beef cows at from 15 to 16 cents.

FRESH MEATS—		
Beef, No. 1 steers, lb.	0 18	0 19
Beef, cows, lb.	0 15	0 16
Lamb, lb.	0 26	0 27
Mutton, breakers, lb.	0 22	0 23
Pork, block hogs, lb.	0 29½	0 30

Bacon Selling at Lower Figure

Vancouver.

PROVISIONS.—Bacon is selling to the trade at 48½ cents per pound, a decline of 6 cents on previous quotations. Heavy bacon is selling at 45 cents per pound. Smoked backs and hams are selling at 44 cents per pound.

SMOKED MEATS—		
Bacon, No. 1, med., lb.	....	0 48½
Bacon, No. 1, heavy, lb.	....	0 45
Smoked backs, lb.	....	0 44
Hams, No. 1, lb.	....	0 44
Ayrshire rolls, lb.	....	0 50
Cooked rolled shoulders, lb.	....	0 48
Hams, cooked	....	0 60

Crisco Quoted at $13.40 Per Cwt.

Vancouver.

SHORTENING.—Crisco is quoted here at $13.40. This represents an advance of 65 cents.

B. C. Fresh Eggs 93 Cents per Dozen

Vancouver.

EGGS.—British Columbia fresh eggs in carlots are quoted at 93 to 95 cents per dozen, and Albertas, case lots, extra, are quoted at 66 cents, and No. 1s at 60 cents.

EGGS—		
B. C., fresh, car lots	0 93	0 95
Albertas, case lots, extra	....	0 66
Do., No. 1	....	0 60
Cooking, case lots	....	0 54
Petalumas	....	0 85

Grocers Will Do Well to Buy Cheese

Vancouver.

CHEESE.—There is a good export demand. Grocers will do well to watch their stocks as advances are expected.

CHEESE—		
B. C. Cheese, lb.	....	0 31
Finest Ontario solids, lb.	....	0 32
Finest Ontario, twins, lb.	....	0 32½
Stiltons, lb.	....	0 37

Lard Selling at 29 Cents

Vancouver.

LARD.—Compound lard on the tierce basis is selling at 29 cents, and pure lard on the same basis is bringing 36 cents.

LARD—		
Compound, tierce basis, lb.	....	0 29
Pure, tierce basis, lb.	....	0 36

Prairie Butter is 5 Cents Higher

Vancouver.

BUTTER. — Butter prices on the Prairie have advanced 5 cents, but present wholesale prices in Vancouver do not reflect the advance as yet.

BUTTER AND MARGARINE		
Government grade, spec., prints	....	0 62
Do., solid	....	0 61
No. 1 brick	....	0 59
Do., solid	....	0 58
No. 2, prints	....	0 56
Do., solid	....	0 55
Margarine	....	0 36

WE SERVE NORTHERN ONTARIO ONLY

In the development of this Great North Country we are doing our part.

It is no longer necessary for Northern Ontario Grocers to look to Old Ontario for their requirements.

They have discovered, because "Down East Houses" go far afield in search of business, "Down East prices" are higher than ours due to the higher selling cost.

We offer, in addition to low prices and adequate stocks, unrivalled delivery service, a saving of cartage charges, minimum freight rates and liberal treatment.

Are you using the advantages we offer?

Phone free to buyers

NATIONAL GROCERS LIMITED

COCHRANE NORTH BAY SUDBURY SAULT STE. MARIE

TRADE MARK

Your Customers Depend on Your Good Judgment

No longer does the housewife demand a particular brand of sausages or hams. She now realizes that the grocer may have got in something just a little better than she thinks is best. For that reason she almost invariably leaves the decision to the grocer's judgment which is backed by many years of experience.

When the housewife wants sausages or hams she seldom mentions a brand, but simply asks for what you consider to be the **best.**

Have you, Mr. Grocer, given Schneider Brand Sausages and Hams a chance to prove their worth? Their appearance, quality and taste are sure guarantees of customer approval. She will always be pleased with your recommendation of these products. The fact that they afford a good margin of profit on sales should be a big appeal considering that quality is guaranteed.

J. M. SCHNEIDER & SONS, LIMITED
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

Do You Need Anything?

If so, Turn to *Page 202* and Look it Over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER
143 University Ave. Toronto, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Mahager Western Canada
TORONTO

Swift's Premium Oleomargarine

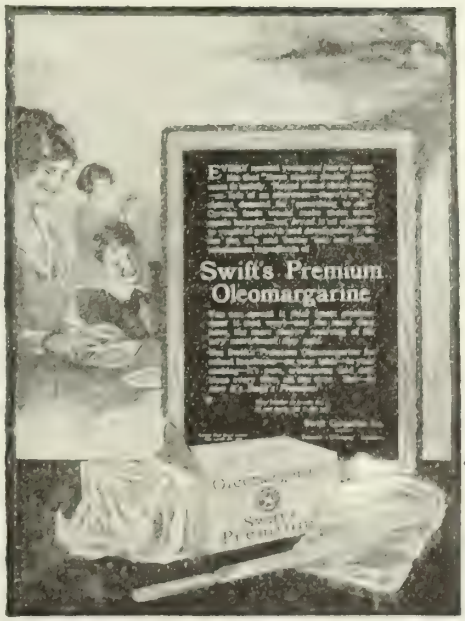
Featured in Leading Canadian Magazines and Newspapers for November

IN their November issues every magazine of general circulation in Canada will carry a page advertisement in full colors featuring Swift's Premium Oleomargarine.

The advertisement will also appear in black-and-white about November 15th, in over 100 newspapers throughout Ontario, Quebec and the Maritime Provinces.

Profit By This Advertising

The opportunity is yours to vastly increase your sales by taking full advantage of this effective publicity. You will benefit in exact proportion to the co-operation you give.



This is a reproduction of Swift's Premium Oleomargarine advertisement for November. Watch the magazines for this copy in full colors, clip it out and paste it up in your store window.

By featuring Swift's Premium Oleomargarine in an attractive counter or window display you will definitely *remind* your customers to *buy* this appetizing, economical spread for bread.

Order from our Salesman or Direct.

Swift Canadian Co.

LIMITED

Toronto Winnipeg Edmonton

Pork Packers

Beaver Brand

HAMS, BACON and LARD

These are all superior quality products which you can suggest with every assurance to your very best customers. Feature them in your provision department and you are sure to get repeat business.

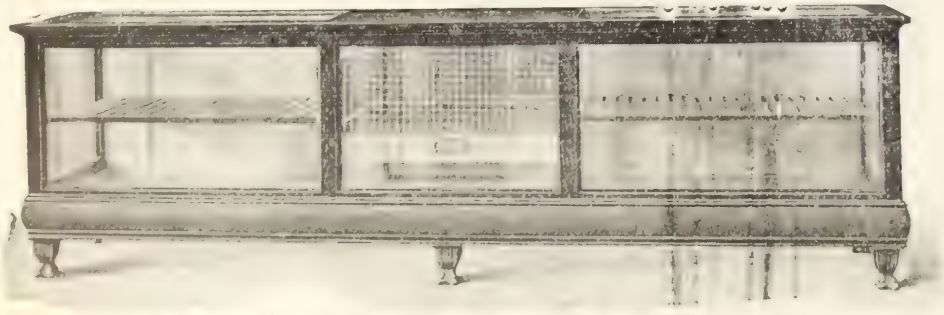
Ingersoll Packing Co., Limited

Ingersoll, Ont.

ARCTIC

Year round equipment—

These two handsome all-year necessities should be in **every store.**
The combined perfect refrigeration and "tempting" display features of **"Arctic"** equipment increases sales, eliminates waste and makes your customers buy more and oftener.
Their ability to add delicious freshness to display impells sales.



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES.

The Arctic Fish Case will display your fish stock to best advantage and increase your fish profits immensely. It is handsomely finished and odorless — just the case **you** need.

Write for Free Catalogue and Prices.

JOHN HILLOCK & CO., LIMITED, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES—A. [illegible], 4 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

The Shortening of "No Regrets"

"No regrets" to the housewife—it is pure, delightful to use, sure in results.

"No regrets" to her family—it makes delicious, healthful, digestible cookery.

"No regrets" to the dealer—its quality is known, its favor is great, the selling effort it needs from the dealer stands at zero.

Put a few cartons and a few cans in the window. Watch the way they move.

Gunns Limited

West Toronto, Ont.

Display

THEY WILL SELL THEMSELVES

Few things tempt the appetite more than pork sausages, and once your customers see these neatly-packed cartons of Rose Brand Sausages before them—the temptation to buy is irresistible.

Rose Brand Sausages are made from the choicest pork, lean and fat proportionately mixed, and have a delicious flavor distinctly different.

Supplied fresh every day. Sold in 1 lb. boxes and also in bulk.

Canadian Packing Co. Ltd.

Successors to
MATTHEWS-BLACKWELL, LIMITED
ESTABLISHED 1852

Plants at
Toronto Montreal Hull
Peterboro Brantford

Branch Houses
Winnipeg Fort William Ottawa
Sydney Halifax

Armour's QUALITY PRODUCTS

Armour's

Oval Label "Takes the Guess-work Out of Buying"

Our branch houses—each in the heart of a thickly populated territory, each capable of assuring its territory of many days' supply of goods—form the backbone of Armour distribution. Modern cars, scientifically refrigerated and constantly watched and cared for, carry Armour foods to the branch houses.

From our nearest branch house each retail grocer can obtain his stock of Oval Label Foods always fresh, always dependable.

Popular on Both Sides of the Counter

A pleased customer always comes back. The name Armour on any product sold is a guarantee of a pleased and satisfied customer. The dealer who sells Armour Oval Label Products is building for permanency in his business. Good merchants display the Oval Label because many buyers of food products use it as a dependable guide.

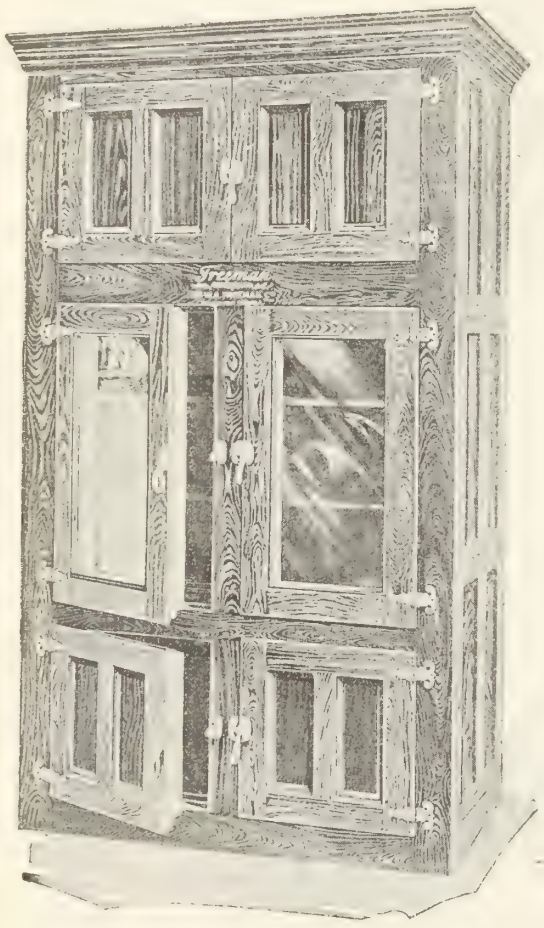
It is a matter of economy for the retailer to handle products nationally advertised. On such products the turnover is always much more rapid than on goods of an unknown quality; and it is on the "turnover" that "profit" is made.

ARMOUR AND COMPANY

Head Office and Plant:
HAMILTON, ONTARIO

Branch Houses:
TORONTO
SYDNEY, N.S.
MONTREAL
ST. JOHN, N.B.

FREEMAN'S STANDARD
FOR GROCERS, CONFECT



FREEMAN DRY AIR CIRCULATING SYSTEM

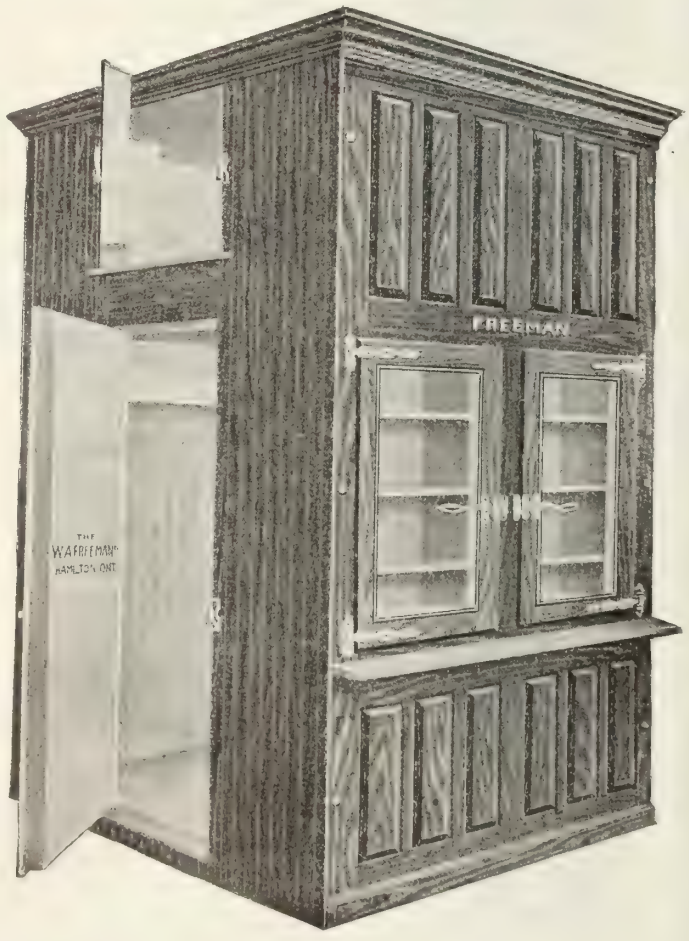
Is Fully Guaranteed. Absolutely Dry and Pure.

The Dry Air Circulating System in Freeman Refrigerators keeps them absolutely dry and pure.

A Freeman Refrigerator uses the minimum amount of ice.

Closely fitting doors and windows guaranteed not to warp or leak.

The workmanship being the best, their good appearance is lasting.



All butcher refrigerators are built in sections and will pass through any ordinary door.

Every refrigerator is set up complete in the factory before it is shipped. Each piece is numbered, and it will go together again without any cutting or fitting whatever. Plans and printed directions for erecting are sent with each refrigerator. Anybody can set up a Freeman Refrigerator. It does not require a carpenter or other mechanic.

Cold storage type of door and windows used on all butcher refrigerators.

W. A. FREEMAN CO., LIMITED

Grocers', Confectioners' and Butchers' Supplies

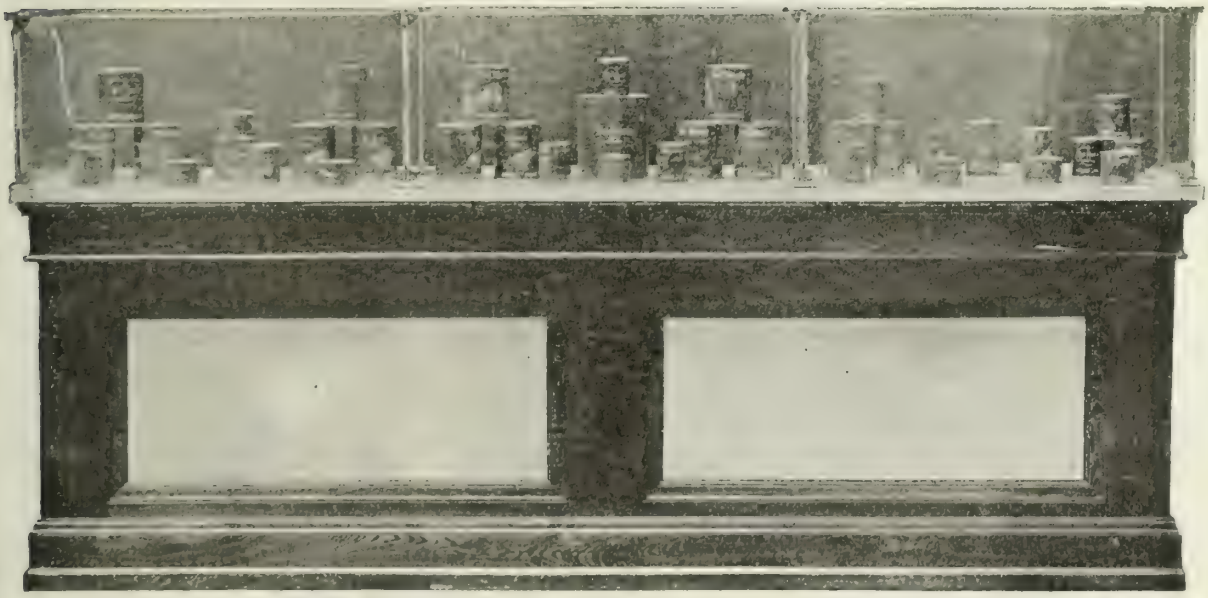
HAMILTON - - CANADA

SANITARY EQUIPMENT
ONERS AND BUTCHERS

DOSI

The New Method of Display

Appetite and desire are created largely through the eye. The space in your store is only valuable to the extent to which it is used. Displaying your goods will certainly create the desire for them. This display must be made in attractive surroundings.



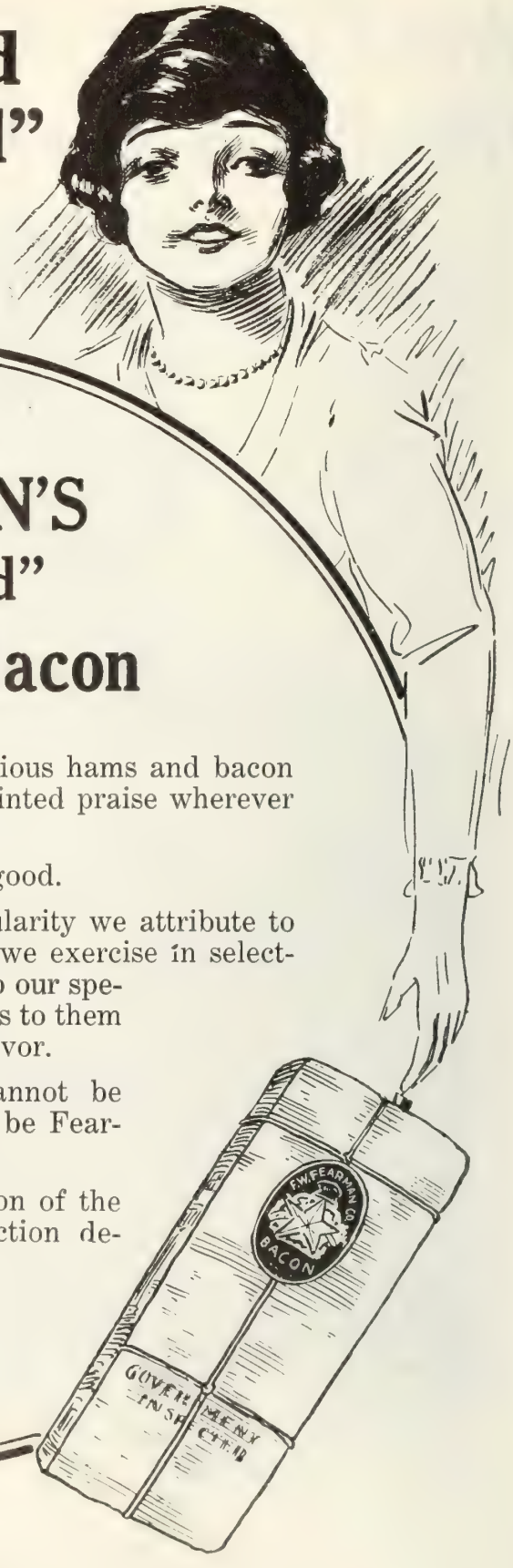
Food lines, such as Meats, Pastry, Candies and Fruits, when displayed under sanitary conditions, often sell themselves.
The above Display Counters made in all lengths and heights.

W. A. FREEMAN CO., LIMITED

Grocers', Confectioners' and Butchers' Supplies

HAMILTON - - CANADA

She'll be pleased with "Star Brand"



FEARMAN'S
"Star Brand"
Hams and Bacon

The outstanding feature of these delicious hams and bacon is the captivating flavor that wins unstinted praise wherever introduced.

They're exceptionally appetizing and good.

"Star" Brand's great success and popularity we attribute to the extreme care and rigid inspection we exercise in selecting only the finest stock and to our special curing process that imparts to them such a tempting, satisfying flavor.

"Star" Brand Pure Lard cannot be beaten. Let your next order be Fearman's "Star" Brand.

All made under the supervision of the Dominion Government inspection department.

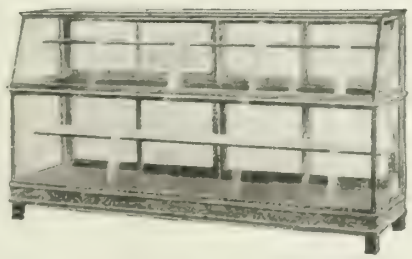
F. W. Fearman Co., Ltd.
HAMILTON, CANADA
Established 1854

Bigger Profits for You!

If You Let Arnett Cases Sell Your Goods

Customers like to see your goods and select without asking questions. This is just why Arnett Showcases are used by so many modern merchants in preference to the old-fashioned kind. Arnett Cases are sanitary, they keep goods in fine condition, and **most important of all,** they sell the goods!

Ask us for the catalogue showing a full range of cases to meet every requirement.



"It costs no more to Arnettize your store."

Let our experts lay out your store for efficient selling. This valuable service is yours without charge. Decide to-day! Modernize **your** store with Arnett Showcases—they pay big dividends.

THOMAS LEWIS ARNETT

SOURIS, MAN.

Many Ontario Grocers tell us that their bulk tea trade has grown steadily larger since they started selling our blended teas. Quality kept uniformly the same by careful attention to tea cup tests.

ONE OF OUR BEST BLENDS:

"FLOWERDALE"

IS OUR BEST SELLER.

Write for Sample.

R. B. HAYHOE & CO.

Importers

47 Colborne Street Toronto, Canada

Established in 1872

Still Canada's Premier Barrel Makers

For the last forty-seven years the Chas. Mueller Co., Ltd., have supplied the Canadian market with a superior quality barrel. Here is a list of the types of barrels and kegs we are offering at present. Your inquiry will receive prompt attention.

- Pork Barrels and Half Barrels
- Lard, Oleo and Compound Tierces
- Hardwood Fish Barrels and Kegs
- Oil Barrels
- Beer Kegs
- Cider Barrels and Kegs
- Vinegar Barrels and Kegs
- Pickle Barrels and Kegs
- Glucose, Syrup and Molasses Barrels and Kegs

The Charles Muller Co., Limited

Waterloo - Ontario

Eastern Representatives: B. C. Woodworth, Halifax, N.S.

Western Representatives: W. H. Escott Co., Ltd. Winnipeg, Fort William, Regina, Saskatoon, Calgary, Edmonton

British Columbia Representatives: Oppenheimer Bros. Vancouver, Victoria, Prince Rupert

WETHEY'S MINCE MEAT

For Thirty-Six Years the Housewife's Favorite

Every Package Has the Quality that Satisfies.

Your wholesaler has it.
How is your stock?

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt - pure and dazzling and economical —is the best all round household salt. Stock them both.
SIFTO
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE
If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, CANADA
Manufacturers and Shippers

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Meadower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

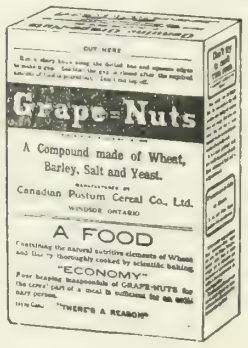
Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.96; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 60s, 26c.
Chateau Brand Pork and Beans,

The Constant Call For
Grape-Nuts

makes it a most desirable staple for the grocer who values "repeat" trade

Grape-Nuts customers are regular customers and the profit is good as well as constant.

"There's a Reason"



We have arriving shortly a car of new pack

ALLIGATOR BRAND SHRIMP

We can recommend these as first-class quality.

We have limited spot stock of Canned Mackerel—Kippered Herring—Clams—Salmon—Finnan Haddie.

Prices gladly given on application.

J. W. WINDSOR LIMITED

MONTREAL

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

HELP WANTED

WE HAVE AN OPENING FOR AN EXPERIenced butcher, one speaking French and English prefered. Apply stating salary and references. Box 96, Ford, Ont.

WHOLESALE TEA HOUSE HAS AN OPENing for two live, experienced travellers, one for Ontario territory immediately north of Toronto and the other for territory immediately east. Good opportunity for traveller with wholesale grocery experience. Enquiries treated as strictly confidential. Box 750, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

SITUATIONS WANTED

WANTED — STEADY, RELIABLE MARRIED man experienced in grocery business desires position. Address Box 27, Port Dover, Ont.

AGENCIES WANTED

AGENCIES WANTED — PRODUCTS FOR wholesale distribution and mail order articles of merit desired. Send full particulars. L. E. Ruel, manufacturers' agent, 8 Couillard St., Quebec.

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Address Rolph, P.O. Box 1027, Halifax, N.S.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A THREE DRAWER CASH REgister, cheese cutter (computing), Bowser oil pump and a grocer's refrigerator. J. W. Shier, Jr., Tamworth, Ont.

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock $15,000 can be reduced. Fixtures $1,550. Buildings $2,800. Annual turnover $60,000. Net profits over $7,000 per annum. Post Office in connection brings over $700 a year. Town in the centre of a mixed farming district. $8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

WANTED

IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

TORONTO

CHOCOLATTA

Your business profits through the handling of goods of real merit.

CHOCOLATTA will be a business-builder for you. If you are not already selling CHOCOLATTA, write to-day for our attractive terms and prices.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto

Genest & Genest Limitee

Importers and Exporters

We offer subject to being unsold :

700 Cases Pure Spanish Olive Oil, 26 Gals. to Case.
140 Bbls. Pure Spanish Cream Olive Oil.

The Famous La Meridionale Brand

This shipment has arrived in New York port and was a delayed shipment from Spain. Now the Spanish Government have placed restrictions on the export of oils from Spain and no more Olive Oil will be available till the new crop.

We are also sole agents for the following :

Climax Brand, Egg Noodles, Maccaroni, Spaghetti, Etc.

One trial order will mean a regular customer.

Morris' Extra Oleomargarine.
Fowler's Wantmore Peanut Butter, etc.

We will appoint agents in every province. Write or wire us for information.

GENEST & GENEST, LIMITEE

COURTIERS—BROKERS

FARINE, GRAINS, MOUTURE, PROVISIONS, SPECIALITE D'EPICERIES
FLOUR, GRAIN, FEED, PROVISIONS, GROCERS' SPECIALTIES

Edifice: **Board of Trade Building**
MONTREAL, Can.

Addresse Telegraphique:
Cable Address:
"RIOGENE"
Code:
A.B.C. 5th Edition, 5 ieme
Dowlings & Robinson

Members
Montreal Board of Trade
Montreal Corn Exchange

Nippy Mornings

usher in the pancacke season and pancakes call for syrup.

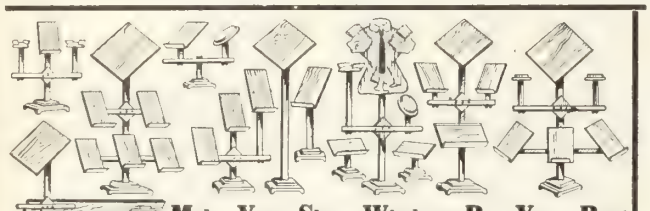
Mapleine

makes delicious "mapley" tasting syrup and costs but $1.02 a gallon. Customers will be glad to learn of this saving—recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring, too—in all sweets and desserts.

Order of your jobber or

Mason & Hickey, Box 2949, Winnipeg
F. E. Robson, 25 Front St., Toronto M-452



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Dry Goods, Shirt-Waists, Hats and Women Furnishings. Set will give 10 Years Good Service in effective trade pulling window trims.

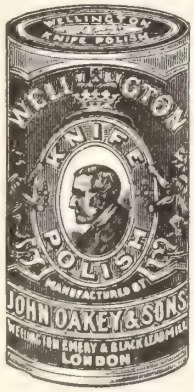
The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use

No. 102 Set has 222 Interchangeable Younits For Large Store Windows, $41.25
No. 102½ Set has 122 Interchangeable Younits For Small Store Windows, $20.35

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 3850 Fourth Street Cincinnati, Ohio, U. S. A.



OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

PURE OLIVE OIL
"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

[illegible] gallon, 1-gal., ½-gal., ¼-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own [illegible] brands.

P. PASTENE & CO., LIMITED

Importers and Exporters,

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.75.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $2.45; 1s, $4.35.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincement (in glass)—1s, $3.95.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (i nglass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles.)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	26 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 08
Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

A. Escoffier

MONSIEUR A. ESCOFFIER, of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of **all** his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

SIX DAINTIES FROM ENGLAND

The ESCOFFIER SAUCE **DIABLE** For Grilled Soles and Fish dishes.

The ESCOFFIER SAUCE **ROBERT** For Chops and Steaks.

The ESCOFFIER SAUCE **MELBA** For Sweet Puddings and Fruit dishes.

The ESCOFFIER **PICKLES** Delightfully mild and appetising.

The ESCOFFIER **CHUTNEY** Mons. Escoffier's own blending.

The ESCOFFIER **MEAT and FISH PASTES**

For prices of these and other Escoffier specialties, write:
ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal

ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.
A.B.C. Code, 5th Edition.

SILVERWOODS, LIMITED

Manufacturers of

High Grade Ice Cream

and

Creamery Butter

LONDON - ONTARIO

We are especially well equipped to supply the wants of the grocer and confectioner in Eggs, Cheese, Poultry, Dairy Butter and Creamery Butter. Write us for prices.

If you handle ice cream and live within 300 miles of London, we would be pleased to be permitted to send trial shipment. It will most certainly please you and your customers, and together with the advertising we do will materially increase your business in this profitable line.

As [a] Guarantee of Quality Specify "WEST'S" When Ordering From Your Jobber

HOUSEHOLD REMEDIES, such as Syrup of White Pine and Tar, Headache Powders, Health Salts.

Package Goods, such as Epsom Salts, Sulphur, Borax, Senna, Boracic Acid.

Bottled Goods, such as Spirits Camphor, Camphorated Oil, Castor Oil, Turpentine, Ammonia, Carbolic Acid, Spirits of Nitre, Petrolatum.

SUNDRIES, such as Water Bottles, Syringes, Nipples, Tooth Brushes, Combs, Mirrors.

TOILET ARTICLES, such as Perfume, Cologne, Tooth Paste, Face Creams, Massage Creams, Hair Restorers, Campana's Italian Balm.

PATENT AND PROPRIETORY MEDICINES

SURGICAL DRESSINGS AND COTTONS

SPECIALTIES, such as **West's Par-Ol**, a pure heavy mineral or parrafin oil used for constipation and bowel troubles.

West's Lemon and Ammonia, for baking.

Westco Disinfectant—turns white in water; for all offensive odours.

Catalogue mailed on request.

E. G. WEST & CO.

Wholesale Druggists and Manufacturing Chemists

80 George St., Toronto

Keep this for reference.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.

Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ⅛s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ⅛s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in ctse, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ⅛s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz..	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz..	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz..	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack, doz...	1 50

A Purely Vegetable Product

To Sell is to Satisfy

To Satisfy is to Profit

A Guarantee in Every Package

Your Customer's Money Back, Without Argument, If Not Satisfied

Every one pound carton in every case that leaves our warehouse contains a written, money-back-if-not-satisfied guarantee. This cannot fail to inspire confidence in your customers and will make sales easy for you. Attractive display cards and cut-outs supplied free.

SEND US AN ORDER FOR A 30 LB. CASE

THE BOWES COMPANY, LIMITED, TORONTO

WHOLESALE DISTRIBUTORS

Christmas Stockings

to retail at

7c., 12c., 25c., 35c., 50c. and $1.00

GOOD LOOKING GOOD VALUE

Quantity Limited

Fine Chocolates *and* Cent Goods

CHAS. LAUDER CO.

97-101 Ontario Street Toronto, Ontario

Cable Address: SABROCO, Armsby Code, ABC 5th

SAINSBURY BROTHERS

CALIFORNIA FOOD PRODUCTS

Direct Representatives:

California Prune & Apricot Growers, Inc.
California Walnut Growers' Association.
California Bean Growers.
California Lima Bean Growers.
California Honey Producers' Exchange, E. Y. Foley, Fresno.
Pratt-Low Preserving Co.
North Ontario Packing Co., Los Angeles, Cal.

OFFICES:

HEAD OFFICE, TORONTO
215 Board of Trade Bldg.

WINNIPEG
510 Confederation Life Bldg.

STOCKHOLM, SWEDEN
Smolanasgaton 20

MONTREAL
116 St. Nicholas Bldg.

SAN JOSE, CAL.
24 Poplar Street

LONDON, ENGLAND
3 Cannon St.

O'Keefe's

—the Brand Your Customers Voted For

EVEN the staunchest advocates of temperance do not object to such real tonic beverages as O'Keefe's—for O'Keefe's cannot possibly be harmful either to old or young. O'Keefe's are brewed to meet the provisions of the Ontario Temperance Act. They contain nothing but the extracted goodness of selected malt and hops. Sanitation and inflexible adherence to cleanliness in every particular characterize the manufacture of these delicious thirst-quenching beverages.

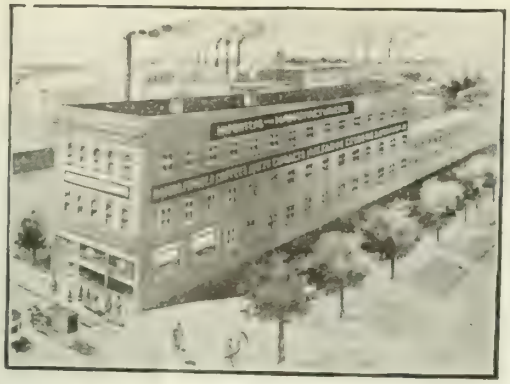
O'Keefe's ALE, LAGER OR STOUT

are the body-building tonic beverages you should recommend to your customers for home consumption or on any occasion when a real thirst-satisfying drink is required.
O'Keefe's make no enemies—their goodness insures satisfied customers and repeat orders.

Place your orders for immediate delivery.

O'KEEFE'S - - TORONTO

PHONE—MAIN 4202



BAKING POWDER

One that will please your customers.

One that your customer will stand by.

One that cost you less money and gives you better profit.

We will make and pack for you:

12 doz. 1 lb. Tins of Extra Fine Baking Powder for the sum of $25.00 F.O.B. Toronto and with a beautiful lithographed label, under your name and address.

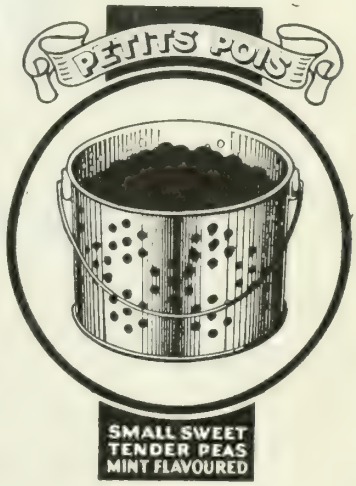
Someone else may tell you they will meet our price, but they will not and cannot give you a baking powder to equal our standard.

MARROWFAT PEAS
IN PACKAGES

WE ARE THE LARGEST PACKERS IN CANADA

PRICES—New Crop 1919

GARDEN BRAND	$4.20 per case of 5 doz.
COOKER BRAND (PETITS POIS)	$4.20 per case of 3 doz.
COOKER BRAND (POPPING CORN)	$4.20 per case of 3 doz.



We have sold over one-quarter million tins of this famous Double Cream Custard in Canada during the present year and many times this amount has been sold throughout the States. The best stores sell it, for they appreciate the fact that it is the Richest, Smoothest and most Wholesome Custard on this market.
It is without a doubt the Cream of them all and far superior in every way to all ordinary Custards.

PRICE:

3 oz. Tins	$0.95 doz.
5 oz. Tins	1.40 doz.
1 lb. Tins	3.25 doz.
10 lb. Tins	2.25 each

These are Ontario prices. Western and Maritime prices have freight charges added.
Mail in your orders. 3% discount special allowance if your order comes in by mail with this advertisement pinned to it.

THE HARRY HORNE CO., LIMITED

1297-99 QUEEN ST. W., TORONTO, CANADA

Manufacturers and Importers of Food Products, Confectionery and good things to eat.

The Biscuits in the Striped Package

IF your customer just asks for "Biscuits," suggest "Som-Mor" Biscuits or the biscuits in the "Striped Package" and you will then have a steady customer because they will appreciate the quality and tasty crispness of the North-West Biscuit Co.'s products.

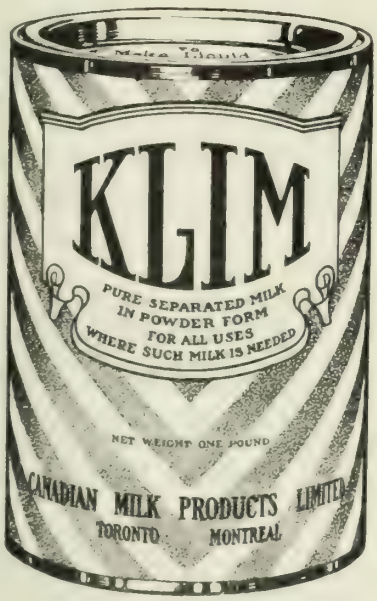
We are giving retailers every possible co-operation. Our advertising is appearing in every newspaper of any importance in Western Canada. Our story is being told to over 350,000 people. We are advertising in **your** territory. Back our advertising with a good display and suggestive selling. We are with you.

The North-West Biscuit Co., Limited

Edmonton Alberta

REGINA SASKATOON CALGARY VANCOUVER

Make your Customers' Milk Dollars go farther


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
NET WEIGHT ONE POUND
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Remember to always emphasize the flavor of Klim. It is the feature that makes this pure powdered separated milk distinct from every other milk product you sell. It is a positive selling point that is backed up by every tin that goes out of your store

A dollar buys fewer milk tickets to-day than it did a year ago. No woman wants to reduce her family's allowance of milk, but she is very anxious to reduce the growing milk bill.

In this state of mind, she will certainly appreciate Klim. Klim will give her an ever-ready supply of pure separated milk at the least cost.

Klim is economical because there is no waste. It will not turn sour; it will not freeze; and every bit can be used down to the last fine particle in the tin.

Help reduce milk bills by recommending the use of Klim. You will be well paid in satisfaction and sales.

Sell the ten-pound tin in preference to the one-pound. It is more economical for your customers and more profitable for you.

Order from your regular wholesale house

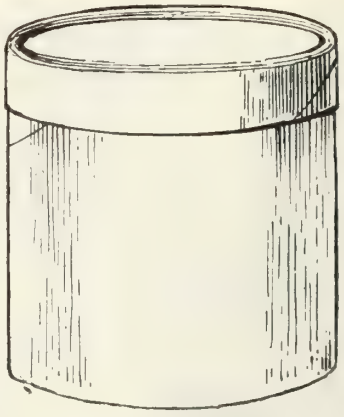
CANADIAN MILK PRODUCTS, Limited

TORONTO

WINNIPEG MONTREAL ST. JOHN

There It Is!

A Paper Container Sanitary, Odorless, Germproof



An ideal container for bulk sales of

oysters,
pickles,
peanut butter,
mince meat.

Putting up products attractively is an important part of successful merchandising. It "pays to please" in these days of stiff competition and this is one reason why you'll find it good policy to consider our

SANITARY, ODORLESS, GERMPROOF
PAPER CONTAINERS

They simplify the selling of bulk goods. They look neat and they eliminate leaking, lost flavor, etc. In short, they are just the sort of thing you need every day the year round.

Containers are made in ½ pint, pint and quart sizes (exact capacity) and are not affected by climatic conditions.

Premier Paper Products, Limited

SARNIA, ONT.

GROCERS:

It Will Pay You

to arrange with us now for eggs, as well as selected storage eggs for the winter. We have the best quality to be found anywhere.

Fancy Dressed Poultry

Killed to Order

Our dressed poultry is all graded carefully and nothing but the best used in filling orders for our grocery trade. Remember, the best is none too good and order MANN'S POULTRY. Also oleomargarine, shortening, choice creamery and dairy butter.

C. A. MANN & CO.

LONDON ONT.

Celery

We will again market the entire crop of the Thedford Celery Co., consisting of about 20 cars.

The quality is exceptionally fine. Any size orders — single crates up to carloads.

Pomegranates—Grapes
Fancy Boxed Apples.

White & Co.

Limited
Toronto

Wholesale Quality Fruits

First Quality

APPLES

In Boxes or Barrels

Prompt Service

ORANGES PEARS
LEMONS GRAPE FRUIT
CRANBERRIES

In Barrels or Cases

SWEET POTATOES

We have built up our reputation by handling first quality fruits and by giving our customers prompt and courteous service.

We are in the market to buy or sell Potatoes or Apples in car lots.

Try our commission department. We will get you highest market prices and prompt returns. If you have Potatoes, Apples, Vegetables, etc., to sell, consign to us.

W. J. McCART & CO., LTD.

78 & 80 COLBORNE STREET TORONTO, CANADA

Norcanner Brand

represents the highest standard of quality in Norwegian sardines. It is the leading brand of Norway's largest packing organization. The label signifies that only the choicest smoked summer Brisling in purest olive oil are packed in the tin. Over one hundred and thirty modern sanitary canneries produce it.

THE NORCANNER BRAND OF

Kippered Herring
Herring in Tomato
Baby Mackerel in Tomato

and numerous Norwegian canned fish delicacies is a guarantee of their quality. These products are supplied to the best trade of the United States and Canada.

Bravo Brand
Sild Sardines
Winter Packed Herrings

and other varieties are the highest grade products of their class that come from Norway. Both of these brands are packed under universal regulations and rigid inspection, with quality paramount to all else.

Your jobber can supply you.

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters: 105 Hudson Street, New York

Something new and different in dainty confections for the 5c trade

DEALERS as well as jobbers throughout Canada will be interested to know that we are now in a position to supply them promptly and in large quantities with Aromints and Repetti's Tabs—two of the most popular and most widely advertised package confections on the market.

Aromints are put up in rolled packages of dainty spiced candies. They come in five flavors: peppermint, wintergreen, cinnamon, cloves and licorice. They have a novel tempting appearance that attracts attention at once. Customers find them irresistible. They simply can't help reaching out to take the appetizing package so temptingly displayed—and there's another nickel to ring up.

Repetti's Tabs, while new to Canada, have long enjoyed a high-class reputation in the metropolitan centres of the United States. Like Aromints, they are put up in novel appetizing packages, and are square, thick candy tablets flavored with pure fruit juices. Who doesn't like acid drops—well, that's just what Repetti's are. You'll like them and so will your trade. We show illustrations of both Aromints and Repetti's Tabs here, so that you may know what they are like.

Order a sample assortment. Display Aromints on your counter and you'll be surprised at how fast they'll sell.

Oliver-Lee Limited

Selling Service Corporation

95-97 King Street East, Toronto

DO YOU KEEP A BUSINESS SCRAP-BOOK?

If you do you will be interested in getting news about your line of business. You will want to keep posted up to the minute as well as have on record all items for handy reference.

If you are a manufacturer and a new store is being built or a rival firm makes an assignment or has a fire you should know about it. You would also be glad to see retail advertisements featuring your products.

If you are a wholesaler you should know of new openings for your goods, comparative prices and display space given to your goods. You should have all articles on imports, exports and tariffs affecting your trade.

If you are a manufacturers' agent you would be glad to be advised of new lines of goods, new branded goods, etc., and any new stores opening up.

If you are a retailer you would want to keep in your scrap-book other good retail advertisements in order to get ideas and compare prices. All articles affecting the retailer should be of value to you.

NOW IS THE TIME TO START

We read and clip the newspapers as a business and can collect for you all important items covering any of the following subjects. Underline the ones you are interested in, tear out the page and send to us and we will be glad to give you rates and details of the service.

NEW GROCERY STORES
NEW GENERAL STORES
NEW FRUIT STORES
NEW CONFECTIONERY STORES
NEW BUTCHER SHOPS
NEW DRUG STORES
NEW RESTAURANTS
NEW HOTELS
NEW FOOD PRODUCTS
NEW DEPTS. OPENING

ITEMS ON MANUFACTURING
ITEMS ON RETAIL TRADE
ITEMS ON TARIFF, EXPORTS, IMPORTS
RETAIL GROCERY ADS.
NEWS ON SPECIAL LINES

CANADIAN PRESS CLIPPING SERVICE

143-153 UNIVERSITY AVENUE, TORONTO

TEAS

In all our experience we cannot remember the market having developed such strength and made such a heavy advance in so short a time. It's quite true that when the submarine activity was at its height two years ago last Spring teas made a heavy jump, but it was more local and only for teas which were then in America or well on the way, while the present advance is based altogether on the primary markets and also some for increase in freight.

It may be hard to realize but it is a fact that the advance runs all the way from ten to fifteen cents on laid down costs and there does not seem to be much chance of a decline in values for silver keeps on going up and this is the main reason for the high level to which teas have attained.

The consequence of all this is that we are again compelled to advance the price of our famous blends.

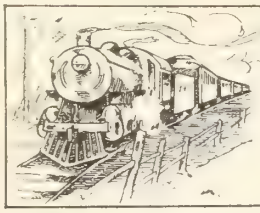
Chests	Camp Blend		37	Chests	Monarch Blend		57
"	Hursley	"	40	"	Imperial	"	62
"	Regal	"	44	"	Golden Tip	"	68
"	35	"	50				

Write for Samples or, better still, send us a Trial Order.

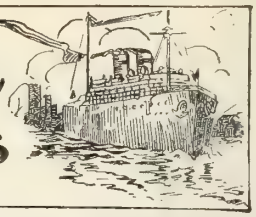
H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

SPICES ADVANCED

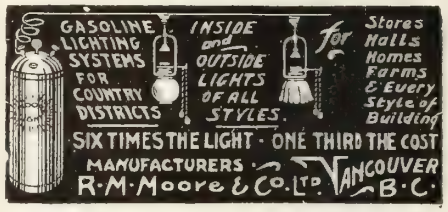
Importers and dealers look for an advance in spices at an early date, and the trade will be well advised to buy supplies now. Both black and white pepper, ginger and cinnamon are very strong and higher prices are likely to be named on these articles within the next fortnight. There has been a very heavy demand for practically all varieties of spices and spot stocks at New York are reported to be very light. Cream of tartar, too, is very strong and supplies difficult to obtain.

CLIMAX PAPER BALERS
ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue.
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

SALT
All Grades--Carloads
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

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PRODUCTS
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Vol. XXXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 7, 1919 No. 45

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CROWN BRAND AND LILY WHITE

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O-Cedar Polish

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TORONTO

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Their Popularity Is Builded Upon A Seventy Years' Quality Record

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Leaders of Quality

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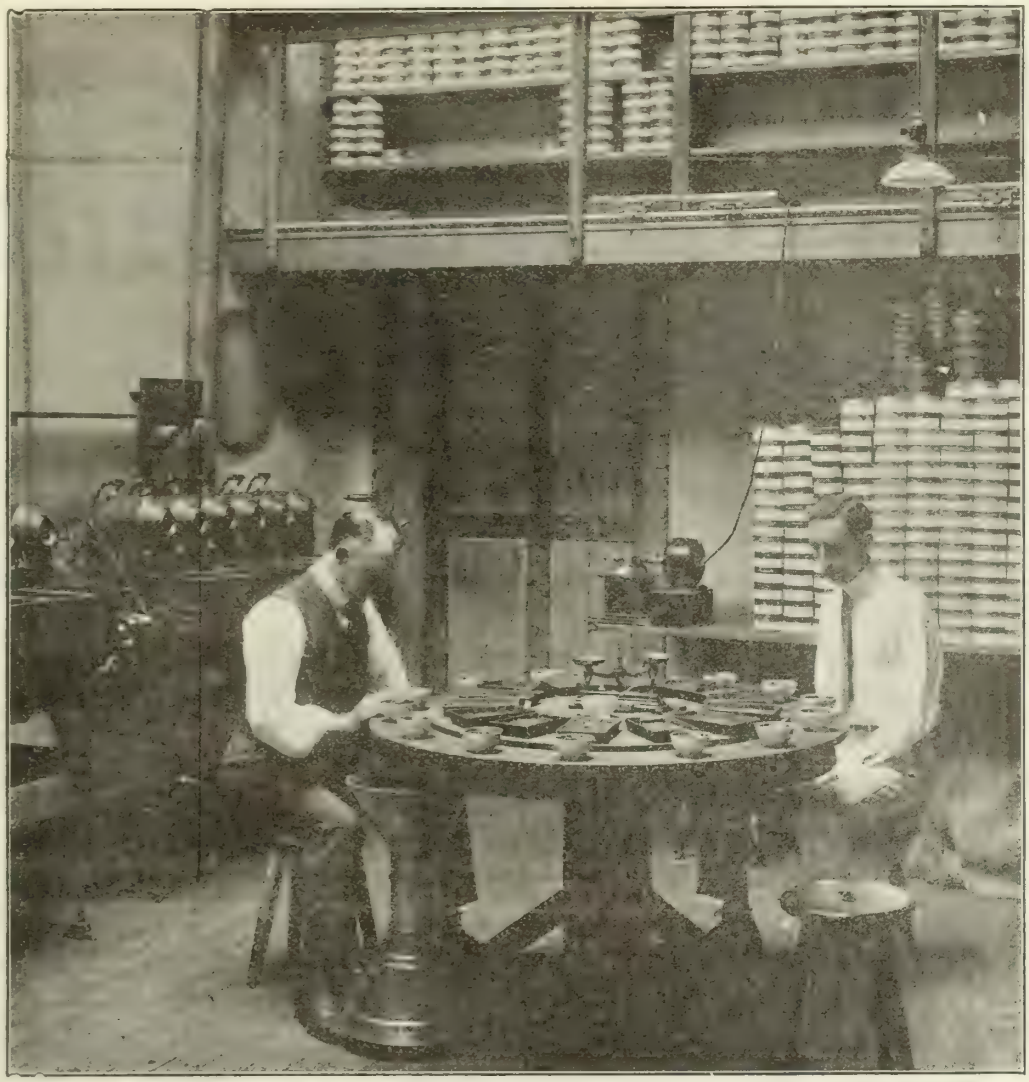

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You are lending to maintain your own and your country's prosperity.

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Buy Victory Bonds

Every Dollar Spent in Canada

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Connecticut Oyster Co., Ltd.

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50 Jarvis St. TORONTO

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Orange
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Citron

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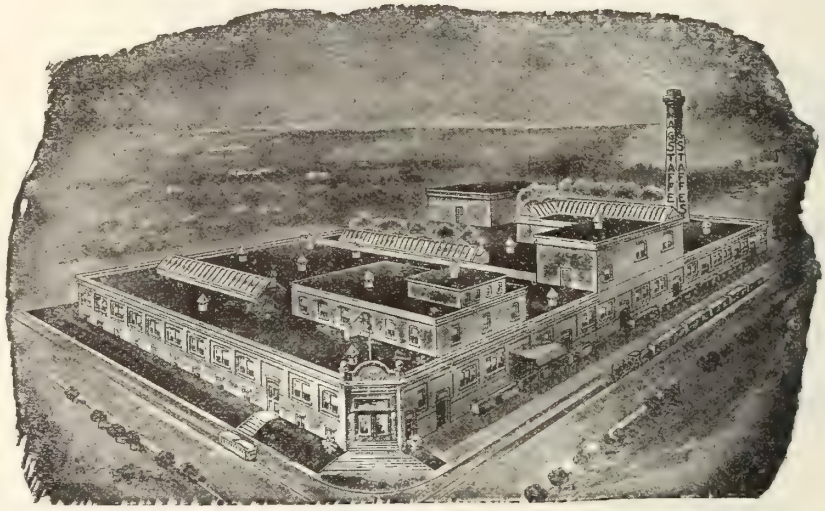

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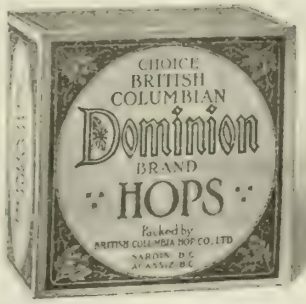

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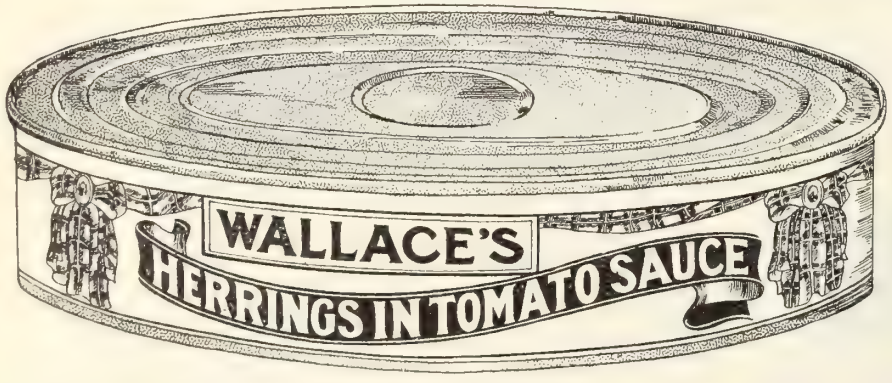
AGENTS :
Ontario and Quebec : Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask : H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia : Mason & Hickey
J. L. Beckwith, Victoria, B. C.

YOU CERTAINLY PICKED A WINNER!
RED ARROW BRAND

ARE A PHENOMENAL SUCCESS

The National Biscuit & Confection Co., Ltd.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

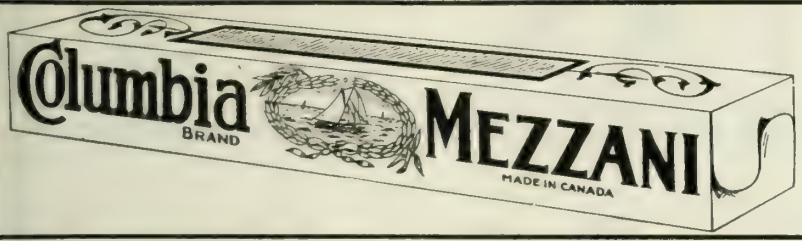
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C
Agents for QUAKER OATS CO.
We cover the RETAIL TRADE

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

Say you saw it in Canadian Grocer, it will identify you.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.
WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG
Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., East

WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

Capitalize on the good selling lines of non-alcoholic Liquers.
S. G. BENDON UTILITY CO.
MONTREAL

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER

This striking, new package

will receive a hearty welcome in every home where quality is the chief consideration.

Milled from the best Western oats with modern machinery, **Quality Rolled Oats** come to you with an absolute guarantee of uniform high quality.

Rolled the thinnest they cook the quickest, and our special "Pan-Dried" process imparts that delicious nut-like flavor that wins the housewife's praise.

We offer you exceptional shipping facilities and prompt deliveries. Order now.

Get our prices on

Split Peas, Pot and Pearl Barleys, Manitoba Blended and Ontario Wheat Flours.

Canadian Cereal & Flour Mills Co., Limited

TILSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

The needs of merchants have guided National Cash Register improvements

"WHAT the merchant needs" always has been—and always will be—our basic idea in making cash registers.

This business, as it stands today, is the result of constant study of merchants' needs.

Every suggestion that we receive is investigated. The practical ones are adopted and given very exacting mechanical tests before they are manufactured.

During the past 10 years we have made 6,508 improvements in our product.

These improvements were added so that National Cash Register users could be supplied with machines that would give them the utmost possible service.

Modern National Cash Registers are practical, useful, accurate, and durable—the best we can make.

Nationals are now used in 296 lines of business

The National Cash Register Company of Canada, Limited

BRANCH OFFICES :

Calgary.....714 Second Street W.
Edmonton.....5 McLeod Bldg.
Halifax.....63 Granville Street
Hamilton.....14 Main Street E.
London.....350 Dundas Street
Montreal.....122 Catherine Street W.
Ottawa.....306 Bank Street
Quebec.....133 St. Paul Street
Regina.....1820 Cornwall Street
Saskatoon.....265 Third Avenue S.
St. John.....50 St. Germain Street
Toronto.....40 Adelaide Street
Vancouver.....524 Pender Street W.
Winnipeg....213 McDermot Avenue

FACTORY : TORONTO, ONTARIO

It took years to do it. People had to be persuaded to *try* "SALADA" the first time. After that they became our best advertisement until, to-day, the devotees of "SALADA" are numbered in ever growing millions.

There's no other reason for it but the everlasting, downright *quality* of the tea. Here's some of the latest figures—The sales of

"SALADA"

for the month of October were 182,317 pounds *greater* than for October, 1918.

Enough "SALADA" was sold *in Canada, last week* by our Toronto and Montreal branches to give every man, woman and child in the Dominion SIX CUPS of the most delicious tea anyone ever tasted.

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and *YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 *to produce,* but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

An Exclusive Flavor—

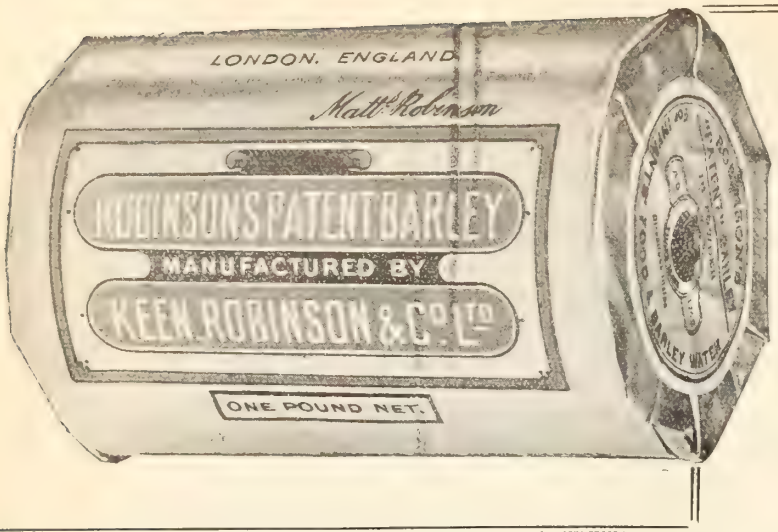
secured by blending more than a dozen varieties of selected teas — principally strong, rich, full-flavored ASSAMS. There is no other tea just like Red Rose.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg
Calgary Edmonton

When You Buy Victory Bonds
You Merely Lend the Money
to Yourself at 5½%

Buy Victory Bonds



Robinson's "Patent" BARLEY

and

Robinson's "Patent" GROATS

The Premier Lines of Foods For Infants and Invalids

You know these products, the reputation of the manufacturers.

We just have to remind you, therefore, that your stock of these two money-making, customer-satisfying lines may be getting low. It will hurt your business not to be able to meet the usual demand.

Check up To-day and Order From Your Wholesaler

MAGOR SON & CO.,
191 St. Paul St. West, Montreal 30 Church St., Toronto

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 6,500 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 6,500 and more likely places, remember that. No other single newspaper in the world gets into 6,500 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

CANADIAN GROCER

Vol. XXXIII. TORONTO, NOVEMBER 7, 1919 No. 45

Some Simple Hints in Window Dressing

The Methods Behind the Success of Large Store Window Displays—Making the Most of Goods by Contrast—Putting the News Interest in a Window

WHILE every advertising device employed by the large store can not be put into use by the smaller city grocer or the merchant in the smaller town, yet there are many features of the large stores methods that can be used to advantage. For instance, one almost always sees a background in contrast to the commodity shown. Articles of a light color show up against a dark background, and vice versa. Green cucumbers look more attractively green when their crate is faced with crimson paper; ripe tomatoes look a deeper red when displayed against a deep green paper.

Appearance a Sales Argument

A professional window trimmer will also tell you that many commodities you wish to display are their own best salesman. The color of oranges and other fruits is nature's own device to make them desired. The appearance of good pickles, and the very look of preserved fruits and jam in bottles and jars invites purchase. Marmalade looks well, and is very tempting in its appearance. Many manufacturers are very much aware of this, and make their label very small, realizing that no matter how attractive their label may be, they will not be so "purchase provoking" as the natural appearance of the contents. Syrups and honey, as well as many other bottled lines, are attractive by reason of their color and translucency. It is possible to take fullest advantage of this by placing a light behind a display of these.

Putting in the News Interest

If there is any news value to a shipment of goods—that also is a matter that might be played up in advertising them. The biggest advertisers make the best possible use of anything even locally topical. Some of the points mentioned are well illustrated in the window shown. This window was dressed for the Hudson Bay Co., Vancouver, by C. L. Greer, the display manager. The honey stands out richly against the dark background. The color and translucency of the honey is played up by the use of lights behind. The news value of the fact that the entire display was the prize exhibit at the Vancouver exhibition was made use of both in the newspaper advertising and with a card in the window.

A beautiful window display that demonstrates some of the contentions urged in the above article.

Britain Must Get Export Trade

Directors of Hargreaves Bros. & Co., Hull, England, Tell of the Necessity for Export Trade and Some of the Difficulties That Stand in the Way

"BRITISH manufacturers are bound to go after export trade on a very large scale in order to correct the exchange rate."

This was an important statement made to CANADIAN GROCER this week by Geo. P. Hargreaves, managing director of Hargreaves Bros. & Co., Ltd., manufacturers of Ocean Blue and other Hargreaves products, Hull, England. Mr. Hargreaves is in Canada with one of his co-directors, J. W. Medforth of Liverpool.

"There are, of course, some difficulties in the way of large export business immediately," continued Mr. Hargreaves "British manufacturers in practically all lines have got behind with their output during the war and there are huge demands made upon them, not only from the British Colonies, but from European countries as well. If there is any seeming delay in shipping goods from Britain this is entirely due to the great demand which is very much in excess of supply.

"With the closing of the war European countries, as well as Canada and other colonies, became very important factors in the market for British goods. It is not only a duty, but it is a necessity for us to go after export trade in view of conditions in money exchange.

"We personally feel that Canada is a very important market and a market with a big future. Our business has been established in Canada for the past eight years, and has certainly been satisfactory. Our only regrets are that we had great difficulty in exporting to this country during the war, and that production is not yet on a large enough scale to take care of demand."

Mr. Hargreaves further pointed out that British firms have had great difficulty in securing sufficient tin cans for their products. This has delayed both their export and domestic trade to a considerable extent. They had also been up against large labor difficulties which have meant greatly increased production costs. For instance, at the present time the labor schedule called for at the Hargreaves factories in Hull is a 44-hour week. No work is done whatever on Saturday. This means that Old Country firms must increase their output to take care of the shorter week and greatly increased costs otherwise.

Both Mr. Hargreaves and Mr. Medforth are very enthusiastic over general prospects in Canada.

GEO. P. HARGREAVES,
managing director of Hargreaves Bros. & Co., Ltd., is visiting Canada in company with J. W. Medford, another director of the company.

Raisins Show Further Advances

Thompson's Bulk Seedless Go Up a Cent and a Half Per Pound and Are Very Scarce, According to Reports From California—Heavy Demands for Raisins

BULK seedless raisins have advanced a cent and a half per pound this week, now selling to the trade at 21 cents per pound. Further increases are not unlikely, and wholesalers have been taking orders for immediate needs only. The market in raisins on the Pacific Coast is exceedingly strong, and the bulk seedless are very hard to obtain. Some houses in Toronto this week were practically cleaned out, and were awaiting shipments from California. The new California raisins that are now being sold on the Toronto market are of splendid quality, and have been going so freely, that wholesalers are without some varieties. There is also a very heavy export demand for raisins, and shipments from California for overseas account will be heavy. There is little trade likelihood of any possible decline in prices, while on the other hand, there is the possibility that they may go higher. Large quantities of Thompson's seedless were sold on the Toronto market last week at 19½ cents, but owing to the scarcity, the price jumped to 21 cents on Monday. There are some extra fancy Sulphur bleached raisins in 25s, that are selling to the trade at 25 cents, and the seedless in 15 oz. packets are selling at 23 cents. Greek sultanas are quoted at from 25 to 27 cents. Some ungraded muscatels can be had for as low as 15 cents.

In other dried fruits, supplies are fairly ample. Shipments of Grecian currants are on the way for this market, and are quoted to arrive at from 22 to 23 cents per pound. Portuguese figs are also en route, and will sell to the trade here at 18 cents per pound. Smyrna figs are available on this market, and in 4 row, 10 lb. boxes, are offered at 42 cents per pound.

ITALIAN LEMON PRODUCTION COSTS FULLY DOUBLED, SAYS REPORT

The lemon industry of Italy, while injured by the war, has not been seriously damaged, according to United States Consular reports. The Italian Government, to protect the growers, fixed a rather high price on citrus by-products, and by this means insured a reasonable price to growers for their fruit. The Government pays the manufacturers of by-products 80 per cent of the value of the products and has it stored in warehouses under Government control to be disposed of at a later date. Stocks on hand are now very large. The cost of production has more than doubled since 1914.

The estimated exportation from Palermo of fresh lemons during 1919 is 1,250,000 boxes. Up to July 13 about 650,000 boxes of these had been exported to the United States. New York has always been the largest market for Sicilian lemons and before the war Hamburg was second in importance. During and since the war English ports have displaced Hamburg. Reports from Catania, Italy, estimate their exports for 1919 at 250,000 boxes. Wages and other production costs have doubled over the pre-war figure. Pickers then receiving the equivalent of 50 cents per day now get $1.25, and packers getting $1.50 per day now receive $2.50. Other costs are in proportion.

SERIOUS HOLDBACK OF FOODSTUFFS

Armand Chaput, general manager of L. Chaput, Fils & Cie., wholesale grocers, Montreal, stated this week to CANADIAN GROCER that there had been a serious delay in the receipt of some foodstuffs coming to Canada via New York, and which had been held up as a result of the strikes that have been so serious there. "We have had some goods held back as long as four weeks," said Mr. Chaput.

However, new crop dried fruits are now coming to hand, and Mr. Chaput states that the movement is earlier this year than usual. Prunes, loose muscatels, apricots and peaches have already arrived, and these, it was stated, are showing up well as to quality. Mr. Chaput indicated that there would be a quick distribution of dried fruits as the market has been bare of supplies for some time. Table raisins are due to arrive within another week

Rapid Advances in Cost of Paper Bags

Comparisons of Present Quotations With Those of 1915 and 1916 Show Tremendous Gains—A Big Item in Cost of Handling Sugar

THE cost of paper bags to the retail trade has shown such rapid advances in the last few years, that it is now a figure that should not be lost sight of, in the selling prices of goods. Comparing present values with those of 1915, the advance is considerably over one hundred per cent. Two pound bags that cost 67 cents per thousand in 1915, in 1916 rose to $1.30, and in 1919 advanced to $1.80, the present quotation representing an increase of 165 per cent. over that of 1915. Other sizes have shown correspondingly sharp gains. What this means to the grocer is best illustrated in the case of sugar, and the appended table gives in detail some interesting comparisons, also the cost per hundred pounds of sugar for certain sizes of bags. Presuming that a grocer sold a hundred pounds of sugar in two pounds bags, these bags that in 1915 cost 3 3-10 cents, now cost 9 cents. When it is considered that a grocer is only permitted a cent per pound profit by the Board of Commerce, when all the costs of handling are reckoned, it is evident that the real margin of profit for the retailer is very slight indeed.

Price Comparisons

The following table shows the cost of paper bags to-day as compared with same time in 1915 and in 1916, also cost of paper bags per 100 lbs. sugar in various sizes:

	Size	Per M	Inc.	Cost per cwt. lbs. Sugar cts.
1915	2 lb.	.67	....	3 3-10
1916	2 lb.	1.30	165%	6 1-2
1919	....	1.80	....	9
1915	5 lb.	1.25	....	2 1-2
1916	5 lb.	2.43	107%	4 8-10
1919	....	3.38	....	6 3-5
1915	10 lb.	2.25	....	2 1-5
1916	10 lb.	4.37	170%	4 3-10
1919	....	6.08	....	6 4-5
1915	20 lb.	3.96	....	2
1916	20 lb.	7.69	170%	3 4-5
1919	....	10.69	....	5

These figures are based on purchasers of 10,000 and under 25,000.

Canned Fruits Are Getting Scarce

Demand for Domestic Account is Much Earlier Than is Usually the Case and Stocks Are Being Cleaned Up—Export Inquiry, Too

INDICATIONS point to a scarcity of canned fruits, before the season is very far advanced. There has been a great demand for canned fruits of all kinds, and much earlier than is usually the case, wholesalers state. This is largely due to the fact that many housewives did not preserve on her own account as such as was her custom, because of the high prices of fruits, and also of sugar. The scarcity of the latter, too, forced many people to curtail preserving operations. The result is that supplies, which were none too plentiful this year, on account of short crops in various fruits, are being drawn upon to a very great extent, and it is more than likely that long ere the season is spent, there will be little if any canned fruit to be had.

Export of canned fruits is also taking place, most of the canners having contracts for overseas delivery. This, too, is a factor in the scarcity. There is a very heavy demand in the Old Country for canned fruits, as the industry there has not yet got back to a normal basis. Europe too, is anxious to buy all that can be spared her. As far as this market is concerned, stocks in wholesalers' hands are being rapidly cleaned out. Domestic inquiry is much earlier than ordinarily, and it is felt that later, the retail trade will have difficulty getting repeat orders.

In the case of canned vegetables, supplies are larger and there is not the same scarcity apparent. There is also some export in vegetables, and buying for domestic account too, has been very active.

OKANAGAN VALLEY SUFFERS FROM FROST

The cold snap which brought zero weather to the Prairies affected the Okanagan to some extent last night, about ten degrees of frost being shown. It is feared that apples on the trees are somewhat touched, though with favorable weather they may still recover.

A large proportion of the crop is still unpicked, and if conditions do not change for the better serious loss will ensue. This is the first year in the history of fruitgrowing here that a heavy frost has struck the Okanagan before the close of the picking season.

Salmon fishing ceased at noon Oct. 25th in the Barclay Sound and Pender Harbor districts, B.C., the latter area embracing the waters of Jervis Inlet, Bute Inlet and Toba Inlet. The prohibitory measure applies to all grades of salmon, stated Dominion fishery officials this morning, and the reasons given are that few salmon are now being caught, and the fish remaining are either in the spawning stage or are unfit for human consumption.

LIMA BEAN CROP 50%

That unusual weather conditions are responsible for a 50% below normal lima bean production is stated by the California Bean Dealers' Association. Henry P. Dimond, secretary of the association. The shortage this season will be in excess of 50%. The association recommends, however, that this estimate be made the basis for pro rata deliveries in the case of contracts made prior to July 20 only.

APPOINTED AGENT FOR CENTRAL CANADA

F. Manley has just been appointed sole agent for Central Canada for Geo. Mason Co., Ltd., of London, England, Manufacturers of O.K. sauce and other O.K. specialties.

WESTERN WHOLESALERS EXPAND

W. P. Riley, president of Western Grocers, Ltd., states that his company have now completed deals for the purchase of the Nelson Jobbers, Limited.. They now have twelve branches in the five Western provinces. The capital of the Western Company is held here.

Canadian Beans at High Prices

Large Quantities of Japanese Beans Available at the Coast Are Quoted at From $4 to $4.25 Per Bushel Laid Down Here

DEALERS state that farmers are holding out for high prices for their supplies of beans, and some are asking as high as $5 per bushel for hand-picked beans. The crop this year is of exceptionally fine quality, but dealers are of the opinion that the prices being asked are much too high. They state that at the coast there are large quantities of Japanese beans of last year's crop, and that this year's beans will be coming along soon. Large quantities of them are every year sold on this market. They are the nearest thing to the Canadian article, and they can be brought to Toronto, dealers state, costing, laid down here, from $4 to $4.25 per bushel. With the Japanese goods available at a lower figure, it is more than likely that Canadian beans will have to sell under the quotation at which they can now be disposed of. The crop of Canadian beans is not a particularly heavy one, but the quality of the beans is of a very high order. Rangoon beans are practically off the market, some wholesalers reporting none in stock at all. On the whole, however, Canadian beans are selling considerably lower than a year ago.

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MEETING MAIL ORDER COMPETITION

THE only merchant who needs to fear mail order competition is the merchant who is inefficient. The inefficient merchant must educate himself and his sales staff; he must buy and sell intelligently; he must study the market to keep his stock-up-to-date; he must advertise intelligently. To survive, he must meet mail order competition under equal conditions and he can if he wants to. The average merchant can take a great many lessons from department stores and mail order houses. These stores are keyed up to the utmost limit of efficiency. Their window trims are among the best in the country, they display their merchandise on tables and counters, where it can be easily seen and handled by customers. They use plenty of price tickets and they mark their prices in plain figures and stick to them.

They work on the principle that stock should be turned rapidly. They clean out old stock promptly. They have training schools for clerks, and this is where many retailers fall down. There are very few hardware stores where sales could not be speeded up 10 or 50 per cent. without additional help. There is too much lost time in the average store. If the average merchant could speed up the efficiency of his sales staff, and his selling helps, he would greatly increase his income.

THE FINANCE MINISTER'S WARNING

THE new Minister of Finance, Sir Henry Drayton, speaking recently on the subject of the 1919 Victory Loan, emphasized the very important fact that the late war had not only been a fighter's war, but a producer's war. The soldier had been indispensable to the producer; but the producer had also been indispensable to the soldier. "The fighters have finished their work, and written the name of Canada most high," he said, "but the work of the rest of the community is not finished; they are the last of the participants to be discharged. The war will not be won until we all make good the pledge to clean up the war mess, honestly, fully and fairly."

Everyone should understand that if these pledges are to be fulfilled, the 1919 Victory Loan must be pressed through to success. The Finance Minister also dwelt on the absolute necessity of a heavy subscription if Canada's markets are to be maintained and built up abroad. The importance to the Canadian producer of the overseas credits, which depend wholly on the success of the Loan, cannot be too freely insisted on, for the matter is one of vital concern to everyone. Canada can only seize her present trade opportunities in Europe, and face the future with confidence, if these credits are continued; and the only way to assure that result is to pile up big subscriptions for the Victory Loan.

Editorials You Should Read

AN EXCELLENT JUDGMENT

AN attorney-general in Atlanta, Georgia, has failed to find profiteering by the retailer as the result of a long and searching investigation. In fact, he has reached the conclusion that profiteering is only about one per cent. of the evil confronting the country, anyway. "Extravagance and neglect of duty and the effort to get rich quick without doing productive labor" is charged down as 49 per cent.

The same official replies to the complaint of many people that the Government is not doing anything to the profiteers. "Some of these same complainants have recently doubled the price of rents to the retail grocers," he says. "I have had no case brought to my attention where anyone wants the price reduced on his own service or what he sells." —*The Modern Grocer*, Chicago.

THE trouble these days seems not so much with labor as with idleness.

* * *

IT IS some satisfaction though that one doesn't have to dodge much just now to escape being hit by falling prices.

Molasses Likely to Reach Record Figures

Drought Played Serious Havoc With Yield of Cane—New Crop May be Months Late—No Assurance of Lower Prices —No Lessening of the Demand

THAT there has been a wide distribution of fancy molasses holdings in both the United States and Canada; that these holdings are not excessive, and not even normal in some instances; that it will be difficult to supplement these holdings for many months to come, is the definite information secured by CANADIAN GROCER regarding the outlook for supplies of this basic commodity.

What the present stocks are, in the hands of jobbers and other distributors, it is difficult to even estimate. Some large buyers have been active of late securing all the molasses they were able to lay hands on, and, prompted doubtless by the conditions prevailing in Barbadoes. Just how many have been able, thus, to satisfy their normal requirements for the fall and winter, none can tell. One of the largest importers in Canada states that holdings throughout the country cannot be excessive, and the conditions that have obtained in the production centres support this argument as a sound one.

A Serious Drought

In the first place, there was a serious drought in Barbadoes, and little or no rain is said to have fallen from November last until July of the present summer. This had the serious effect of shortening the cane yield, and making the outlook for new crop molasses very uncertain. Added to this, the shortage of sweetening material in the "Island" is said to have been responsible for the emplacement of an embargo preventing shipments leaving there to the extent of 50 per cent. Even those who have had orders placed, in some cases, are understood to have not received their 50 per cent. allotment yet, and with the crop well reduced through such distribution as could be made under Government's restricted policy, it does not seem that there will be much hope of getting more supplies now, or even during the balance of the present season. There is no logical argument that an embargo such as this would be lifted when the citizens of a country in which so necessary a commodity is produced, are facing a serious shortage themselves.

What This Means

The drought has created a serious problem, in that the crop will be greatly delayed, and harvesting will not be possible nearly so soon in 1920 as it is in the average season. For instance, deliveries begin to be made toward the end of January, some years, and in February there is considerable movement. This year, it was pointed out, delivery of fancy molasses will not be possible before March, or perhaps in April. Some jobbers assert that they have ample stock to see them through, however. But if there has been short delivery in 1919, and which is substantial in the foregoing and with deliveries usually being made in mid-winter, what will be the position if no new molasses is to be had until March or April—six months away?

In view of the fact that cane has been in greater demand than ever—the sugar refineries buying lavishly to satisfy, if possible, a never-ceasing and greatly increased demand, prices have already advanced, and there is no certainty whatever that sugar will not go higher. World demands must be met if that be possible, but it does not seem now that they will, not for a long time to come, in any case.

There was an advance of price last week of three cents per gallon for molasses. How does this compare with the actual cost? It is stated that a price of 75c—approximately—at the Island, for wine measure gallons figure out, when landed at Montreal, at around $1.10 per gallon—Imperial measure—and this is the price to the wholesaler, 1920 delivery. Looks like higher prices, doesn't it?

No Effect on Sales

Asked as to the effect this might have upon consumption, one importer stated that there was no apparent reduction in the use of fancy molasses. The customers who have acquired a taste for the better grades of fancy molasses will, and are continuing to buy as freely as ever. Being of excellent food value they are willing to still buy in regular quantities. It will therefore be a matter of anticipating a considerable sale for this product, even though prices have not reached their apparent high-water mark.

EARLY FLORIDA SHIPMENTS ARRIVING IN MARKETS

Reports from the citrus fruit sections of Florida which are further borne out by statements of the large shipping organizations and published estimates of United States Department of Agriculture, indicate that the 1919-20 crop of oranges, grapefruit and tangerines is in very good condition. The older orchards, from all reports, have a heavier crop of fruit than last year, while there is a large additional acreage of new bearing trees with a fine crop on them. Shipments of grapefruit commenced a month ago and are now arriving in the markets in increasing volume. Shipments of the early varieties of oranges will begin this week.

Estimates of the State Department of Agriculture place the total crop 700,000 boxes ahead of last season with the principal increase in oranges. The crop is distributed among varieties approximately as follows: Oranges, 6,300,000 boxes; grapefruit, 3,300,000 boxes; limes and other small citrus, 50,000 boxes; making a total of 9,650,000 boxes, as compared with last year's total shipments for the state of 8,950,000 boxes.

SPANISH VALENCIA CROP SHORT

The Spanish Valencia crop of the past year has yielded a very profitable return to the grower, but market and transportation complications made it a bad year for the exporter, according to consular reports. The fruit cost the exporter exceptionally high prices and the returns were not commensurate. More than two-thirds of the crop was shipped to Great Britain and none to the United States. The report further states that because of lack of fertilizer during the war that the soil had become impoverished and it is expected that the result will be reflected in the 1919-20 crop which is estimated to be only one-third of the quantity harvested in an average year.

California Canners Agree on New Classification

Elimination of a Great Many Grades That Heretofore Have Been Altogether Too Numerous—Will be on Market in 1920

FOLLOWING months of study the executive committee of the Canners' League of California has set new standards for California canned fruits, and these will be on the market before the selling season of 1920. The new grades will be classified as follows:

Superlative Quality.—The top grade to be designated as fancy.

Fine Quality.—The grade between the top, and the middle, to be known as "choice."

Good Quality.—The middle grade to be known as "standard."

Second Quality.—The grade between the middle and the bottom, to be designated in this way, "fruit packed in ten per cent. syrup, "second"; fruit packed in water, "water."

Pie Quality.—The bottom grade to be designated "pie."

Light syrups are to be used on pears, cherries, and grapes, and beginning with ten per cent. sugar by weight on seconds, to increase in steps ten per cent. to each grade.

For some time it has been felt that there has been an unnecessary large number of grades, resulting in too much detail and confusion, and the setting of the new classification, it is believed, will greatly facilitate packing.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Joachim Bedard, grocer, Quebec, is dead.

W. M. Perrigard, grocer, Montreal, is dead.

F. C. Gingras, general merchant, Marbleton, is dead.

David & Legendre, grocers, Montreal, have dissolved partnership.

J. S. Larochelle, general merchant, of St. Ferdinand d' Halifax, is dead.

A. Biron, general merchant, Guigues, Quebec, has been succeeded by A. Vezin.

Armand and Freres have been registered as general merchants in Grondines, Quebec.

Gerald Larkin, of P. C. Larkin and Co., Ltd., Toronto, spent last Friday and Saturday in Montreal.

M. F. Keegan, of the Cowan Co., Montreal, was married recently to Miss Ann Anderson of Montreal. Mr. and Mrs. Keegan will reside there.

The friends of L. P. Plamondon, sales representative for the Salada Tea Co., Montreal, will sympathize with him in the loss of his father, which occurred early this week.

Jas. E. Legendre, Lionel David, Louis Tessier and Geo. F. Gruffy have been registered in a grocery and provision business under the style, The Home Dairy Co.

ONTARIO

P. D. Keith, general merchant, Glencoe, is dead.

Wm. Buehler, flour and feed merchant, Preston, is dead.

George L. Scott, until recently connected with H. P. Eckardt & Co., wholesale grocers, Toronto, has formed a partnership with L. E. Thomas; they are now manufacturers' agents, confectionery and grocery brokers, with offices in the Foy Building at 32 Front Street W., Toronto.

BUSINESS CHANGES

Ontario

W. J. Millman, grocer, Hamilton, has sold out.

David Pritchard, grocer, Orillia, has sold out.

W. J. Paddison, grocer, Barrie, has sold out.

H. Brady, Straffordville, has sold to Mr. Mitchell.

W. J. Millman, Hamilton, has sold to Thos. Simpson.

E. P. Donnelly, grocer, Toronto, has sold to Peter Shaw.

J. S. Midgley, grocer, Hamilton, has sold to W. Hoyle.

J. E. Herbison, grocer, Kingston, has been succeeded by C. C. Millard.

Berwin and Morris, general merchants, Golden Lake, have dissolved partnership, Mr. Berwin continuing the business.

W. H. Thornton, Camlachie, has sold to W. H. Smith.

G. A. Curtis, grocer, Simcoe, has sold to A. L. Jeffries.

G. L. Harding, grocer, Toronto, has sold to W. H. Smillie.

Ernest Godard, grocer, Toronto, is discontinuing business.

Wm. Brittain, grocer, Toronto, has sold to Lucinda Wilson.

J. A. Derning, general store, Walkers, has sold to S. McCallum.

Chas. Dean, grocer, Glencoe, Ont., has sold to Geo. Westcott.

J. J. Steeve, grocer, Carleton Place, has sold to Mr. Baninque.

Geo. S. Harding, grocer, Toronto, has been succeeded by W. H. Smillie.

Benjamin Kelly, grocer, Toronto, has been succeeded by F. R. Benson.

Richard Van Loon, grocer, Toronto, has been succeeded by C. Richards.

T. A. Cowling, general merchant, Osgoode Station, has sold to G. Cohen

F. A. Burnside, groceries and meats, Markdale, has sold to Fred Eagles.

A. and J. Ercolino, grocers and fruits, Hamilton, have suffered loss by fire.

Bruce Richardson, secretary-treasurer of J. B. Richardson and Co., Tilbury, Ont., is dead.

J. J. Keating and Co., general merchants, South Woodslee, has suffered loss by fire.

H. A. Steele and Co., 1208 Dundas Street, West, Toronto, has sold to John Sherwood and Co.

Benson Bros., Guelph, groceries and crockery, have sold their china and crockery department.

J. G. Lambert, grocer, Hamilton, has sold his fruit store at 598 Concession Street to C. Burley.

Chas. Cross, grocer, Niagara Falls, has sold to the Niagara Citizens' Co-operative Association.

J. E. Haggart has opened a groceteria at the corner of Lock and Lansdowne streets, Peterboro.

A. H. Wheeler is manager of the "People's Cash and Carry Store," recently opened on South Broadway, Tillsonburg.

John Simpson and Son, general merchants, Alevandria, have been succeeded by McLeod and Huot, who combine the business under the same style.

S. D. Casburne has opened a grocery business at 1312 Brown St. West, Fort William. Mr. Casburne was formerly in partnership with R. S. Piper.

Naughton Bros. have opened a new store in the Naughton Block, Aurora, formerly occupied by Towns and Morris.

Naughton Bros. have sold part of their stock at Elgin Mills, Ont., to Mr. Kemper, who will run a grocery business.

A. W. Lamcroft has succeeded J. W. Bruce at 437 Jones Avenue, Toronto.

H. H. Brown has purchased the business of R. D. Henry at 176 Sheridan Avenue, Toronto.

F. Foxcroft has opened a grocery in the building formerly occupied by W. J. McAlden, Main Street, East Toronto.

E. and M. McEvoy, general merchants, Bowesville, have been succeeded by W. G. Redmond.

RECOVERING FROM OPERATION

Douglas Walker, of Hugh Walker & Son, Guelph, Ont., has just returned to business after 10 days in hospital, where he had undergone an operation to have a piece of shrapnel (a memento of France) removed from his leg.

RETURNS TO ENGLAND

U. L. Appleford, who is interested in the Elgin Milk Products Co., Limited, the new powdered milk plant to be erected in St. Thomas, Ont., left recently for England, where he will remain until next June. Lieut.-Col. Wright, of Toronto, who is moving to St. Thomas, will have charge of affairs during Mr. Appleford's absence.

PORT HOPE, ONT., STORE ROBBED

Thieves entered the grocery store of John Curtis & Son recently, getting away with about fifteen dollars in silver, which Mr. Curtis left in a bag behind the tins on the shelves so that he would have ready change to commence business the next day.

Entrance to the store was gained by throwing a large stone through the plate glass in the front door.

MERCHANT DIES SUDDENLY

Duncan Hay, 70 Huron Street, Stratford, was found dead on Sunday morning by his daughters when they called him for breakfast. Death was due to heart failure.

He was in his sixty-sixth year. He was born in North Easthope, and had lived most of his life there, conducting a general store in Kippen, Ont.

A. Wayles, representative of Hargraves Bros. & Co., Ltd., Victoria, B.C., is in Toronto this week to meet Geo. P. Hargreaves, of Hull, Eng., and J. W. Medforth, Liverpool, directors of the firm, who are on a visit to Canada. Mr. Wayles is the exclusive representative in British Columbia.

NEWS FROM WESTERN CANADA

Western

L. Yorsh, grocer, Winnipeg, has been succeeded by W. H. Cox.

J. Finn, grocer, Winnipeg, has been succeeded by H. S. Halter.

Mrs. M. T. L. Lloyd, grocer, Winnipeg, has sold to Wm. White.

H. Shapiro, grocer, St. James, Man., has sold to S. Kaminsky.

Janet Wintrup, grocer, St. James, has been succeeded by Harry Newell.

H. A. Nesbitt, grocer, Moose Jaw, Sask., is discontinuing business.

L. T. Landress, general merchant, Redvers, Sask., has sold to R. Dermody.

The Bow Island Mercantile Co., Bow Island, Alta., have sold to M. H. Smith.

M. Wintrup, St. James, Manitoba, has sold his grocery store to M. Newell.

D. Christie, 1083 Main Street, Winnipeg, sold out to C. Barager.

Duncan Stewart, of Stewart Bros., general merchants, Peace River, Alta., is dead.

Anna L. Marion, general merchant, Morris, Man., has sold to Mainier and Caron.

J. D. Anderson, groceries and confectionery, Carnduff, Sask., has sold to R. J. Walker.

J. J. Pickard and Son, general merchants, Oxbow, have been succeeded by W. Alcorn.

J. W. Bartlett, general merchant, Ravenscrag, Sask., has sold to A. W. Morrel.

John Goodlu, general merchant, St. Joseph, Man., has sold to H. Daignault.

M. J. Brophy, general merchant, Bow Island, Alta., has sold to Alfred Hobson.

E. G. Ferne has bought out the business of Borthwick & Killock, Vancouver, B.C.

Y. Masuhara has bought out H. MacGowan, 148 Broadway East, Vancouver, B.C.

John Yeardye, 764 Ashburn Street, Winnipeg, has been succeeded by Max Beerod.

A. R. Steacy & Son have sold their North Vancouver business to Johnston & Co.

The W. G. H. Todd business at Victoria, B.C., has been purchased by R. & W. Allen.

D. B. Saunderson, grocer, West Kildronan, Man., has been succeeded by J. Figelman.

The business of J. Jackson, at Brackendale, B.C., has been bought by L. J. Whitaker.

M. W. McLean succeeds L. Hemus as owner of the business at 33 Sixth Ave. West, Vancouver.

H. Pearlman, 318 St. Marys Avenue, Winnipeg, Man., has disposed of business to M. Rezek.

J. H. Redding has opened a new store on the corner of Edmonton Street and York Avenue, Winnipeg.

E. Sutton has opened a grocery and confectionery store at 201 Rosebury Street, St. James, Manitoba.

The Rockwood store, Portage avenue, Winnipeg, has changed hands and is now operated as Fitzpatrick's grocery.

Sigurdson, Thorwaldson and Co., Ltd., Arborg, Man., have sold to the Arborg Farmers' Co-operative Association.

Hugh A. Bell, tea and coffee expert, 817-819 Sherbrooke Street, Winnipeg, Manitoba, has sold his business to J. Lowey.

M. Harding has opened a grocery and butcher store on the corner of Silver Avenue and Brooklyn Street, St. James, Manitoba.

J. E. Magee, who operates the Modern Meat Market at the corner of Salter Street and St. Johns Avenue, Winnipeg, has gone to spend the winter months in California.

White & Kilgour has opened a store and bake-shop on the corner of Grosvenor Avenue and Stafford Street, Winnipeg.

H. Arthur, Warnerson Avenue and Banning Street, Winnipeg, has retired from business. He operated successfully a grocery and meat market for the past ten years.

P. B. Body has erected and is now occupying his new premises on the corner of Broadway and Donald Street, Winnipeg, Manitoba,

M. Griffiths, who was operating a grocery and provision business on the corner of Bruce and Lyle Street, St. James, Manitoba, has sold to J. H. Turner.

J. E. Magee, of Magee & Co., provision merchants, Portage Avenue, Winnipeg, who was obliged to vacate his store to the Imperial Bank of Canada, has opened a store on the corner of St. Johns Avenue and Salter Street, Winnipeg, Manitoba.

Ex-Chief McPherson of the Winnipeg police, who resigned last spring during the Winnipeg strike, has opened a grocery store on the corner of Salter Street and St. Johns Avenue, Winnipeg.

W. J. Woods, at Enderby, B.C., has sold out to Duncan Bros. The Mt. Olie Farmers Exchange Association, Ltd., is the name of the new proprietors of the business formerly conducted by Woodward & Eakin, at Mt. Olie, B.C.

The P & B Cash Stores, Ltd., are opening the premises recently occupied by H. Arthur, Warnerson Avenue and Banning Street, Winnipeg. This store forms the seventeenth link in the P & B Chain, as they are already operating sixteen stores in the city.

W. H. Perrin has purchased the store recently operated by L. W. Patton, at 141 Donald Street, Winnipeg. Mr. Patton is now on the staff of the Prudential Life Insurance Co. of America.

J. W. Wright, who operated the grocery and meat market on the corner of St. Matthews Avenue and Arlington Street, Winnipeg, is back in the city again. Mr. Wright has been on a tour through the West of Canada trying to recuperate. He was obliged to give up business because of failing health. During Mr. Wright's fourteen years in the grocery business, he was never off work one hour or sick one hour or had a holiday of any kind.

H. R. Heron has bought the store of W. F. Bonter at Netherhill, Sask. The new management will trade under the title of H. R. Heron Limited, and will discontinue the small line of hardware that Mr. Bonter carried. In place of it, they intend carrying a much larger stock of men's and women's clothing, dry goods and boots and shoes and groceries.

Mr. Heron is a firm believer in advertising and though he has only recently taken over the business, has already circularized several hundred people in the district announcing the change in ownership and making a strong bid for patronage.

A spot cash business will be done for the future, as Mr. Heron believes that a merchant who buys and sells for cash has taken a long step forward towards meeting the competition of city stores and catalogue houses.

W. E. Leard, who, for some years operated a grocery store in Saskatoon, has purchased the interest of F. Digney, at Beatty, Sask.

The new management intend to carry the store under the name of W. E. Leard, and to put in a larger stock of dry goods, boots and shoes and groceries.

THE ENEMY OF THE HIGH COST OF LIVING is the startling slogan adopted by the newest of Saskatoon's grocery stores.

This establishment, trading under the name of the FOOD BASKET, has opened an exclusive grocery store at 228 Second Avenue South, Saskatoon, and is operating on a cash basis.

Sugarman Bros., who have several fruit stores, are the owners of the new business.

Selling only meats, dairy products and green groceries in season, E. Meggs has opened a store on Broadway, Saskatoon.

Mr. Meggs has for a number of years been connected with prominent meat stores in the city.

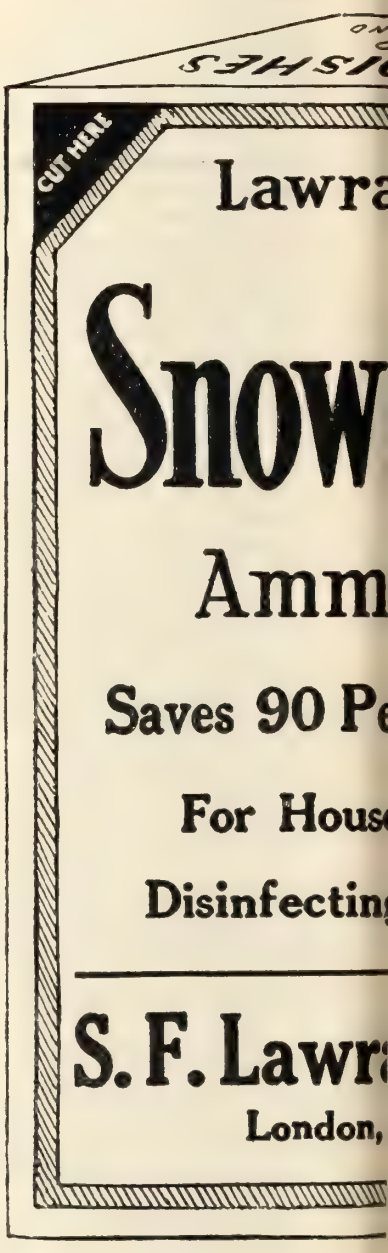
Quality pl

Snowflake has never fallen down on its claims.

It has always been the full strength ammonia---it always will be.

Poor quality ammonias have injured the business we have created, but the customer who has insisted on Snowflake is still buying it.

Isn't that so?

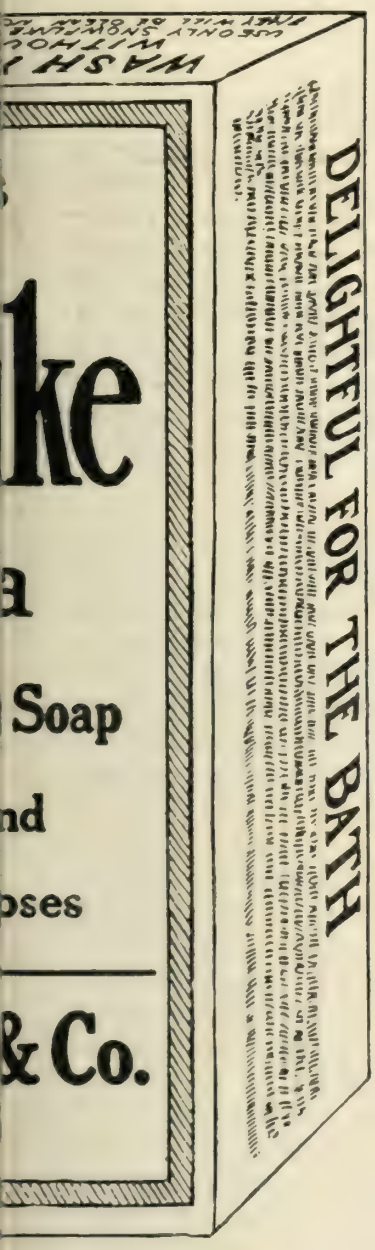


Pushing backward lines with a small margin for your cash register. Order Snowflake in five case

Order Through Your Wholesaler.

S. F. LAWRASON & CO.

us Pushing



A little pushing in other lines has meant increased sales.

What have you that means more profit than Snowflake?

Back up our consistent advertising with a Snowflake drive.

"Softens Water---Cuts Grease---Saves Soap"---those are the claims you can make for it.

you, may empty your shelves but it doesn't fill lots for the larger profits.

In Drop Shipments 5 case lots and over, freight prepaid.

LONDON, CANADA

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

REPORTS from different markets for the week indicate a decided improvement in trade, due to the beginning of the Christmas trade. Many lines generally associated with the Christmas trade are difficult to obtain this year and are selling at high prices.

MONTREAL—The important advance for the week is that of two cents per gallon for fancy molasses. This is one of the firmest commodities on the list and prices are bound to be high. Cloves are also higher. Cotton rope is up three cents and twines are firmer. Teas have advanced two to three cents a pound. Oats and barley are higher. Potatoes advanced about 15c per bag. Nuts are in demand and peanuts are likely to advance, importers' costs already being higher. Sugar prices have advanced on Lantic and Dominion, each 25c per cwt. Canary seed is down 8c per pound to 20c. Tapioca is also lower. Special middlings are reduced in price.

There is a serious hold-back of raw sugars destined to reach Montreal refineries and one of these is closed, temporarily. The domestic requirements are being fairly well taken care of. Trade is reported quite active all around.

TORONTO—Changes in the markets for general grocery commodities are mostly on the upward side this week. All sugar refineries are now quoting granulated sugar at $11.46 per cwt., on the basis of Toronto delivery. Supplies are still very much restricted, although as far as this market is concerned there does not seem to be any actual need. Teas continue their upward trend and both Indian and Ceylon teas jumped two cents a pound in the last week at primary markets. London prices were even higher. Coffees are for the most part steady and strong, with little improvement as far as supplies are concerned. Spices are very strong, with ginger, cloves and cinnamon showing slightly higher quotations. Cream of tartar is very firm and stocks are low. A scarcity of canned fruits is not unlikely. Heavier demands are being made on supplies at a much earlier date than usual, with the result that stocks that were large are being rapidly depleted. There is also quite an export demand for canned goods. Thompson's seedless raisins advanced this week, now selling to the trade at 21 cents per pound. Advices from California are to the effect that Thompson's seedless raisins are scarce. New prunes and apricots have not yet arrived on this market, but dried peaches are being offered.

The produce market underwent some changes this week as far as pork and pork products are concerned. According to the ruling of the Board of Commerce, new pork prices came into force at the end of last week. Prices on both fresh and smoked meats are from two to five cents lower and lard also shows a reduction. The cheese and butter markets are stronger and eggs, too, are very high.

WINNIPEG—There is a general firmness noted in most of the standard grocery lines during the week. Granulated sugar is almost unobtainable, though yellows are still available. Teas on spot are growing very scarce and as a result a firmer tendency is being noted. Coffee continues its steady advance. Rice is also higher. Prunes have advanced slightly under an improved demand. Raisins are in strong demand even at present high prices and are very firm. Figs and dates are being offered at abnormally high figures. Dried apples are selling slowly. California canned fruits are slow in reaching the market and the prospects are that nuts for the Christmas trade will be in very light supply.

In the produce lines there is a firmer feeling in cheese. Hogs on the other hand are much easier and are showing a very uncertain market and it is probable that there will be further declines that will be reflected in related lines.

QUEBEC MARKETS

MONTREAL, Nov. 5—The condition of grocery markets here this week is steady, with some advances made and one or two declines. Molasses is one of the firming commodities, two cents being added to the price. Cotton rope is also higher. Trade is seasonably good.

Cotton Rope Up; Seed; Radnor Water

Montreal.

VARIOUS LINES.—An advance of 3 cents per pound is effective for cotton rope, making the base price for 3-8-inch 71c. Canary seed is reduced 8c per lb. to 20c. Radnor water, pint size, is advanced 50c per doz. to $11.50 per case.

Refined Sugars at $11.25: Hard to Get Shipments

Montreal.

SUGAR.—The longshoremen's strike at New York has had a more or less serious effect on the local output of refiners. Cargoes of raw sugar are tied up in the port of New York and cannot be moved. This has made a temporary stay in operations here, and for the time being refinery operations are discontinued to some extent. It will be a while before they can again resume. The coast refineries are still melting, it is claimed, owing to the fact that they can get supplies forward with less trouble. The Atlantic price and that of Dominion refinery went to $11.25 this week.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.		11 25
Acadia Sugar Refinery, extra granulated		11 00
Canada Sugar Refinery		11 25
Dominion Sugar Co., Ltd., crystal granulated		11 25
St. Lawrence Sugar Refineries		11 25
Icing, barrels		11 20
Icing, 25-lb. boxes		11 60
Icing, 50-lb. boxes		11 40
Do., 1 lb.		12 80
Yellow, No. 1		10 85
Yellow, No. 2 (Golden)	10 25	10 75
Yellow, No. 3	10 15	10 65
Yellow, No. 4		10 10
Powdered, barrels		11 00
Powdered, 50s		11 30
Powdered, 25s		11 50
Cubes and Dice (assd. tea), 100-lb. boxes		11 85
Do., 50-lb. boxes		11 95
Do., 25-lb. boxes		12 15
Do., 2-lb. pack.		13 25
Paris lumps, barrels		11 60
Paris lumps (100 lbs.)		11 70
Paris lumps (50-lb. boxes)		11 80
Paris lumps (25-lb. boxes)		12 00
Paris lumps (cartons, 5-lb.)		12 75
Do., cartons, 2-lb.)		13 50
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		11 85
Crystal diamonds (100 lb. boxes)		11 95
Crystal diamonds (50-lb. boxes)		12 05
Crystal diamonds (25-lb. boxes)		12 25
Demarara light, per lb.		0 10

Buyers Take Orders of Canned Goods

Montreal.

CANNED GOODS.—Buyers were inclined to defer taking their booked orders of canned fruits and vegetables, but the jobbers state that they are now willing to accept delivery. There has been little change this week.

Canned Vegetables—		
Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)		
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, new sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (sliced), 2s		
Corn (on cob), gallons	7 00	7 50
Spinach, 3s		2 85
Spinach, Can. (2s)		1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s		2 15
Tomatoes, gallons	6 00	7 62½
Pumpkin, 2½'s (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s		3 00
Peas, Sw. Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Canned Fruits—		
Apples, 2½s, doz.	1 10	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, ½s, doz.		0 95
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.		1 85
Currants, black, 2s, doz.	4 00	4 65
Do. gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, 20 oz., doz.		
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)		4 50
Pineapples (grated and sliced), Do., 1 lb. flat, doz.		1 90
Do., 2 lb. talls, doz.		2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s		2 00
Raspberries, 2s, black or red, heavy syrup		4 70
Strawberry, 2s, heavy syrup		4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls		2 00
Do., ½s, flat		1 20
Sockeye, 48, 1s, doz.		4 75
Do., 96, ½s, doz.		2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.		4 30
Cohoes, 1 lb. tall		3 75
Do., ½ lb. flat		1 90
Pinks, 1 lb.		2 55
Do., ½ lb.		1 30
White Springs, 1s		2 40
Chums, 1 lb. talls		2 00
Do., ½s, flat		1 10
Salmon, Gaspe, Monde Brand (case of 4 doz.), per doz		2 25
Labrador salmon, 1-lb. flat		3 60
Alaska, red, 1-lb. tall	4 25	4 50
Prichards, 1-lb. talls	1 90	2 00
Whale Steak 1-lb flat		1 90
Herrings, imported, tomato sauce		3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s		1 85
Do., kipp., Canadian, 48 1s		1 90
Do., ½s		1 65
Haddies (innch) (¼-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.		2 60
10 oz. doz.		4 20
Lobsters ¼-lb doz.	3 00	3 10
Do., ¼-lb tins, doz.		5 50
Do., 1-lb. talls		8 25
Do., ¾ lb. doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, ¼-lb tins		3 50
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		25 00
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines French	32 00	34 00
Do., Portuguese, case		24 00
Scallops, 1-lb., doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1		2 40
Do., 1½s		4 50
Crabs, No. 1 (ea 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river) (1 lb.), doz.		1 90
Scotch Snack, No. 1, dz., Montreal		2 50

Steady Bean Sales And Ample Supplies

Montreal.

BEANS.—There have been ample supplies of beans in this market, the trade being fair and calling for fair amounts, although demand would be heavier, doubtless, were the weather colder. Best white beans are selling at around $5.40 per bushel.

BEANS—		
Canadian, hand-picked, bush.	5 40	5 75
British Columbia		5 00
Brown Beans	3 50	3 60
Japanese		5 25
Yellow Eyes		5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel		4 00
Peas, split, new crop (98 lbs.)	7 00	7 25
Peas, boiling, bushel	8 00	8 50
Peas, Japanese, green, lb.	0 10½	0 11

May Pay More Soon For U. S. Peanuts

NUTS.—There has been a good demand for various nuts, season considered, and it is not unlikely that there will be a ready sale for all that come to hand. Excessively wet weather in the United States producing areas is said to be responsible for an advance to importers of about four cents a pound. It is therefore probable that there will, in the immediate future, be an advance to the trade on Virginia grades.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)		0 62
Almonds (Jordan)		0 75
Brazil nuts (new)		0 26
Brazil nuts (medium)	0 15	0 17
Chestnuts (Canadian)		0 20
Filberts, (Sicily), per lb.	0 28	0 30
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4 Jumbo		0 40
Peanuts—		
Jumbo	0 23	0 25
"G"		0 18
Coons		0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2 Jumbo	0 21	0 24
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 22	0 25
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.		0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Despite Improvement In Delivery, Fruit High

Montreal.

DRIED FRUITS.—From U. S. points and from the European countries, supplies of dried fruits are either already delivered to this market or will be within the next week. Greek currants are expected before the week end. These will be eagerly sought and the general distribution of supplies is expected to

be carried out in a large way almost immediately. In view of the call from all points, east and west, it is expected that there will be no low prices on any items.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	....	0 26
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears, choice	....	0 26
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Choice, seeded, 12 oz.	....	0 14½
Fancy seeded	....	0 14
15 oz.	0 16½	0 18
11 oz.	0 13½	0 14
Choice seeded, 15 oz.	0 13	0 16
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Currants (Amarites), loose	....	0 27½
Dates, Excelsior, per case (36-10s)	....	6 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 28-lb. boxes	....	0 14
Do. (28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
30-40s	0 32	0 35
40-50s	....	0 30
50-60s	....	0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 20	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s	....	0 14
Peels—		
Orange	....	0 45
Lemon	....	0 42
Citron	....	0 62
Mixed, ½-lb. cartons, doz.	....	2 75

Is Active Demand Still For Syrups

Montreal.

SYRUPS.—Much activity has prevailed all the season through for corn syrups and the refiners have been shipping out large quantities every week. Supplies have been well maintained right along.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half bbls.	....	0 08½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb tins ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond		
Pecans, "paper shell," extra large 2-lb. tins, 2 doz. in case, per cs.	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb cans (case)	....	1 80

Two Cents Added To Price Fancy Molasses

Montreal.

MOLASSES.—"The outlook is for higher molasses prices." This forecast was made in the market service from Montreal last week. Since then two cents has been added to the prices, and the market is ruling with much firmness. There has been a wide distribution of the product and low prices are not looked for.

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	....	1 05
Barrels	....	1 08
Half barrels	....	1 10
Antigua Molasses		
Puncheons	....	....
Barrels	....	....
Half barrels	....	....

Note—Prices on molasses to outside points average about 3c per gallon less.

Tapioca is Lower; Rice Crop Damaged

Montreal.

RICE, TAPIOCA.—It is stated that some of the Carolina rice crop has been affected by the wet weather in the South, affecting the appearance, but not the yield. The markets are quite steady. Tapioca is easier in price and has declined in one quarter 2½c per lb. on seed and pearl, and one cent on flake.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Patna	0 14½	0 15½
Broken rice, fine	....	7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Tapioca (pearl)	0 12½	0 14
Tapioca (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Two to Three Cent Advance For Teas

Montreal.

TEAS.—An advance has been effected in this market on various Java teas and the market is very firm on all grades. It is stated that the holders of any considerable quantities of tea are not worrying about the outlet, supplies being depleted, of the best grades and buyers seeking supplies more readily than for some time past. The foreign exchange situation is said to be more acute than ever.

Japan Teas		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 48
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Plenty Spot Coffee But Imports Held Up

Montreal.

COFFEE, COCOA. — Spot coffee stocks are ample to meet the present demand, and which is good. But the longshoremen's strike at New York has worked hardship in the matter of delivery, and it is said that there were no fewer than 700,000 bags of coffee tied up there that cannot be moved. This was reduced to 500,000 bags within the last week, it is stated.

Cocoa sales are active and prices unchanged.

Coffee—		
Rogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Nominal Clove Basis; Damaged Are Crops

Montreal.

SPICES.—The crop of cloves is said to have been damaged and this has served to change the price basis to the importer, and rather a nominal market prevails. There is strength, also, to the white pepper market. Movement is still active to the retail trade.

Allspice	0 20	0 22
Cassia (pure)	0 33	0 35
Cinnamon—		
Rolls	....	0 55
Pure ground	0 35	0 40
Cloves	0 80	0 90
Cream of tartar (French pure)	0 75	0 80
Chickory, Canadian	....	0 20
American high test	0 80	0 85
Ginger	....	0 29
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80, lb.	....	0 43
100, lb.	....	0 40
Nutmegs, ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Package Cereals, Etc., Are Moving Actively

Montreal.

PACKAGE GOODS.—A fair movement of package cereals and other goods is reported, and the prices of these is steadily held, for the most part.

PACKAGE GOODS					
Corn Flakes, 3½s, case	3 50	3 65	3 75	3 90	4 15
Rolled oats, 20s				....	5 60
Do., 18s				....	2 00
Do., large, doz.				...	3 00
Oatmeal, fine cut, pkgs., case				....	4 60
Oat Flakes, 20s				....	5 40
Puffed rice				....	5 25
Puffed wheat				....	4 25
Farina, case				....	2 35
Scotch Pearl Barley, case				....	2 35
Pancake Flour, case				....	3 60
Pancake flour, self-raising, doz.				....	1 50
Buckwheat Flour, case				....	3 60
Wheat food, 18-1½s				....	3 25
Porridge wheat, 36s				....	6 45
Do., 20s				....	6 25
Self-Raising Flour (3-lb. pack.) doz.				....	2 90
Do. (6-lb. pack.), doz.				....	5 70
Corn starch (prepared)				....	0 11¾
Potato flour				....	0 16½
Starch (laundry)				....	0 12
Flour, Tapioca			0 15		0 16

Broken Cereals Are Now Selling Well

Montreal.

CEREALS.—There has been quite a steady movement of cereals to the trade and prices are unchanged. It is stated

that some, in their anxiety to secure business, have resorted to cutting prices, but the retail trade is being supplied at around the $5 mark for 90-lb. size rolled oats.

Cornmeal, Gold Dust	5 75	6 50
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Hominy grits, 98 lbs	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 65	6 00
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	5 00	5 15
Rolled wheat (100-lb. bbls.)	....	7 10

Free Flour Movement And No Price Change

Montreal.

FLOUR.—The domestic requirements for flour have been quite large and there is little change in any way, as to either demand or price. No new export orders have been received of late, but more are expected to come in due time.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Special Middlings Are Quoted Lower

Montreal.

FEEDS.—The only change this week is that of a reduction for special middlings. These are quoted at $61 to $62 per ton. The demand for shorts and bran is fairly well met, and mild weather conditions have served to assist distribution more widely than would have been possible had colder temperatures prevailed.

Shorts—		
Mixed cars	....	52 00
Bran—		
Mixed cars	....	47 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, middlings	61 00	62 00
Feed flour (98 lb sacks)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

More Variety Apples And Moving Freely

Montreal.

FRUITS.—There have been new arrivals of apples and as the season advances the winter varieties will arrive. Much active demand is manifest for all good varieties and the prices remain high. Plums are finished for the season. Oranges and lemons, locally, are tending to a little higher levels.

Apples—		
Ben Davies, No. 1	....	6 00
Do., No. 2	....	5 00
MacIntosh Red	....	9 00
Fameuse, No. 1	....	9 00
Gravenstein	5 00	5 50
Wealthy	7 00	8 00
Bananas (as to grade), bunch	....	5 00
Cranberries, bbl.	....	12 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs	....	3 25
Grapes, basket	....	0 50
Grapefruit, Jamaican, 64, 80, 96	....	5 50
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	5 00
Pears, California	....	6 50
Keiffer Pears (box)	....	3 00
Do., bbl.	....	8 50
Oranges, Cal., Valencias	....	6 50
200 size	....	7 25
Cal. Navels	....	7 00

Oats And Barley Up; But Hay Unchanged

Montreal.

GRAIN AND HAY.—Advances have been made this week for both oats and barley, one to one and a half cents for oats, and 3c per bushel for barley.

Hay is still a dead number, the farmers holding out for high prices and the buyers not buying to any extent.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 97½
No. 3 C.W.	....	0 96
Extra feed	....	....
No. 1 feed	....	0 94
No. 2 feed	....	0 92
Barley—		
No. 3 C.W.	....	1 56
No. 3	....	1 55
No. 4 C.W.	....	1 53

Potato Price Goes To One Seventy-five

Montreal.

VEGETABLES.—There has been a slight advance for potatoes, the bag price—90 lbs.—being $1.75. Onions are firmer, $4 per 75 lb. sack being quoted. The variety of vegetables available is fast lessening.

Beans, new string (imported) hamper	....	4 00
Beets, new, bag (Montreal)	0 90	1 00
Cucumbers (hothouse), doz.	....	2 00
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	0 50	1 00
Garlic, lb.	....	0 50
Lettuce, Boston (2 doz. crate), crate	....	2 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onion, yellow, 75-lb. sack	....	4 00
Do., red, 75 lbs.	....	4 00
Do., Spanish, case	....	8 00
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 25
Potatoes, Montreal (90-lb. bag)	....	1 75
Do., sweet, hamper	....	2 50
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), 30-lb. box	....	2 00
Do., green	....	1 00

ONTARIO MARKETS

TORONTO, Nov. 7—All sugar refineries are now quoting granulated sugar at $11.46 per cwt. Supplies, while showing some improvement, are still far from being plentiful. Teas and coffees are at strong figures. Bulk seedless raisins have advanced. Shipments of prunes and apricots have been delayed. Dried peaches are being offered.

All Refineries Now on Same Basis

Toronto.

SUGAR.—All refineries are now quoting granulated sugar on the same basis, at $11.46 per cwt., Toronto delivery. While there does not seem to be anyone actually suffering for the want of sugar, supplies are still far from being abundant, and the coal strike in the United States, and also the dockhands' strike are apt to further aggravate the situation. The St. Lawrence refinery it is learned, is closed down, and the only one now in this market is Redpath. Any freer movement of sugar is not looked for, for some time to come.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups in Active Demand

Toronto.

MOLASSES, CORN SYRUPS, — There is a very active demand for corn syrups just now. The market is very strong for the same, and prices are steady and very firm.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	6 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 60	4 80
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 96

Package Goods Sell Unchanged

Toronto.

PACKAGE GOODS.—The market for package goods is very strong with no changes in quotations as compared with a week ago. There is a brisk demand for all lines, and cereals are particularly active.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 90
Do., 18s, case	....	2 90
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., Do., in 6-lb. tin canisters	....	0 13¼
Do., Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 85
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Crisco Advances; Christie's Sodas Lower

Toronto.

MISCELLANEOUS—Another advance is announced in prices of Crisco this week. Quotations are 20 cents higher, ones and threes selling at $12.85 per case, and sixes and nines at $12.70 per case. Christie's soda biscuits show sharp declines, amounting to from one to four cents on bulk and tins, and from 5 to 10 cents on packages.

Active Inquiry For Bulk Cereals

Toronto.

CEREALS.—There is a very strong market prevailing in all bulk cereals. The scarcity of barley supplies has rendered the market for pot and pearl barley very high, the former selling around $6, and the latter at $7.50. Golden cornmeal is quoted at from $5.75 to $6.50. Split peas are also very strong, at from $7 to $7.50 for 98, and at from 10 to 11 cents for blue peas.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	7 50
Barley, pot, 98s	....	6 00
Barley Flour 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 50
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	4 90	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	....	6 15
Do. No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	7 00	7 50
Blue peas, lb.	0 10	0 11

Canned Goods Selling Freely

Toronto.

CANNED GOODS—There is an active demand for all kinds of canned goods, and prices show little change from a week ago. Some dealers are offering canned lobster in quarter pound tins at $3.25 per dozen. The half pound tins are very scarce, and some dealers are right out. They are quoted at $6 per dozen. Vegetables are selling freely, and there has been a very active inquiry for fruits. The latter are at very firm figures.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	2 90	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	....	2 00
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricot, 4s, each	....	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Bulk Seedless Raisins Higher

Toronto.

DRIED FRUITS.—Difficulties in transportation are interfering with arrivals of dried fruits from California. Prunes and apricots that have been on the road now for some time have not yet arrived for this market. Dried peaches are being sold by some wholesalers, and range in prices all the way from 26 to 38 cents per pound, according to sizes. New California raisins are selling freely, and some houses are already out of first shipments of Thompson's seedless. These are quoted higher this week at 21 cents. The demand is likely to be very strong for these raisins, and advices from the Pacific Coast state that it is almost impossible to place further orders. New shipments of Grecian currants are en route, and when available on this market should sell at from 21 to 23 cents per pound.

Apricots, unpitted	....	....
Do., fancy, 25s	....	....
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 60
Currants—		
Grecian, per lb.	....	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromendary, 3 doz. in case	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 23
Seedless, 15-oz. packets	....	0 23
Seeded, fancy, 1-lb. packets	....	0 20
Seeded, 15-oz. packets	....	0 20
Seedless, Thompson's, bulk	....	0 21
Crown Muscatels, 25s	0 15	0 20
Greek Sultanas	0 25	0 27

Coffee Quotations Steady and Strong

Toronto.

COFFEES.—There is no change in coffee quotations, but the market is strong, and supplies are exceedingly light among wholesalers and jobbers. Some dealers are anticipating higher prices, but others state that they did not look for any increase in present prices. Stocks held by some dealers are very small and some houses have difficulty in supplying the good coffees.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Indian and Ceylon Teas Are Higher

Toronto.

TEAS.—Advices from India and Ceylon announce further advances in teas, approximating two cents per pound. London markets last week were even higher. The lowest price for Ceylon tea, laid down in Toronto, is 45 cents per pound, and quotations go as high as 75 cents per pound. Indian teas are also very strong. The cost of importing them ranges all the way from 45 cents up to $2 per pound. Stocks of teas are very low at the present time, and prices for spot teas cannot help but be very high.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45

Cloves and Ginger Slightly Higher

Toronto.

SPICES.—The market for spices continues very firm. Cloves are quoted at from 75 to 80 cents, and ginger at from 30 to 38 cents per pound. Peppers are very firm in price, but unchanged. Cream of tartar is selling at from 75 to 80 cents per pound.

Nut Markets Shows Little Change

Toronto

NUTS.—The market for nuts is steady and strong, with demand increasing. There is a possibility that new receipts may show some easier tendencies, but the excessive demand for nuts is not likely to permit of very much lower levels. Walnuts will be very high, and French walnuts, particularly, almost prohibitive. Fairly high prices are also likely to prevail for almonds. New crop peanuts will in all probability sell a little lower.

Rice Market is Again Firmer

Toronto.

RICES.—The market is very firm in rices, although quotations show no changes. Prices at primary points that were inclined to be easier, are again higher. New Southern rices that were selling freely at steady prices. Quotacents per pound for a good quality rice laid down here. Crop damage is responsible for the stronger situation. Supplies on spot are fairly ample. Tapioca is steady at 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	....	0 15

Sales of Honey Are Active

Toronto

HONEY, MAPLE SYRUP—Honey is selling freely at steady prices. Quotations are strong, and the farmers are releasing their supplies only at high figures. Stocks of maple syrup are getting cleaned up, and now are pretty well in the hands of the retail trade.

Honey, Clover—		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2 doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 19

Can. Beans Bring a Good Price

Toronto

BEANS.—Canadian beans are of a very good quality this season, and they are being purchased freely at strong prices. The hand-picked beans are selling to the trade at from $5.75 to $6 per bushel, and the 1 lb. to 2 lb. pickers at from $5 to $5.50 per bushel. Marrowfats are active sellers at from $6 to $6.50.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bus.	5 75	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	..	4 50
Rangoons, per bushel	....	3 00
Limas, per lb.	....	0 15

Millfeeds Hold at Steady Figures

Toronto.

MILLFEEDS.—There is a very fair demand for both bran and shorts. Prices to the trade are unchanged.

Imported Fruits Selling Freely

Toronto.

FRUITS.—All imported fruits are selling freely. Grapefruit is quoted at from $4.75 to $6, according to sizes. California lemons are $8.50, and Valencia oranges range all the way from $4.50 to $7.25. Barrel apples have an active inquiry and offerings are of very good quality. Quotations are as high as $8.50 per barrel for the best. Pomegranates are selling at $4 per box.

Bananas, Port Limons	....	0 08
Valencia Oranges		
176s, 200s, 216s	....	7 25
150s and 126s	6 25	6 75
96s, 100s, 250s, 288s, 324s	4 50	5 75
Lemons, Cal., 300s, 360s	....	8 50
Grapefruit, 54s, 64s, 70s, 80s, 126s	4 75	6 00
Apples—		
Ontario Kings	7 00	7 50
Ontario Spies	7 00	8 50
Blenheims	5 25	5 75
McIntosh Reds, box	3 25	3 35
Jonathans, box	3 25	3 35
Kings, box	....	3 00
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00	4 25
Nova Scotia Kings, bbl.	5 00	7 00
Cal. Pears	....	5 25
Grapes, Cal., Emperor, lugs	4 75	5 00
Do., barrels	....	7 50
Cranberry, Cape Cod, bbl.	....	12 00
Do., half bbl.	....	6 00
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Number One Ontario Potatoes $1.85 Bag

Toronto.

VEGETABLES.—Ontario potatoes are slightly stronger this week for the best. They are quoted at $1.85 per bag, and seconds are $1.75 per bag. Onions show little change from last week. Supplies are plentiful, although the dockhands' strike at New York has interfered with the receipt of Spanish onions and only the small crates are available. Cauliflowers are from $2 to $2.50 per dozen.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 00	2 25
Carrots, per bag	....	1 00
Lettuce, basket, imported	3 50	4 00
Do., Cal., head, crate 8 doz.	....	5 00
Hothouse Tomatoes, lb.	....	0 20
Onions, Yellow Danvers, 100-lb. sacks	4 75	5 00
Onions, 50-bag lots	....	4 50
Spanish Onions, large cases	....	6 25
Do., small crates	....	2 50
Onion, white, large sacks	5 00	5 25
Celery	....	5 00
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	....	1 85
Ontario, No. 2s	....	1 75
New Brunswick	2 00	2 10
Jersey Sweet Potatoes, hamper	....	2 50
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 50

Domestic Trade in Flour Quiet

Toronto.

FLOUR.—There is no change in the market for flour as far as prices are concerned. The demand from the domestic trade is not heavy, and the mills are busy on export orders.

WINNIPEG MARKETS

Flake White Canned Milk Advances

Winnipeg.

MISCELLANEOUS.—Flake-white has just advanced one-half cent per lb., making tierce basis, Manitoba points, 30¼c per lb.

Some manufacturers have advanced canned milk. A general advance is not unlikely.

Sugar Situation Still Serious

Winnipeg.

SUGAR.—As far as the West is concerned, the granulated sugar situation is perhaps more serious than at any time during the year. Brokers are absolutely refusing orders, as their refineries will not accept the business.

Many refineries are offering considerable quantities of yellow, which, in a measure, is filling in the gap.

The B. C. Refinery claim to have sufficient supplies to take care of their accounts for the next six months. They promise better deliveries after Nov. 1.

The future raw market is very active, as explained last week. Contracts for January delivery have been made as high as 8¼c per lb., which is 2¾c higher than the fixed price ruling on present crop.

All Rices Are Advancing

Winnipeg.

For January delivery rice is quoted higher. The Imperial Rice Mills quote Monarch Japan at $235.00, Elephant Siam at $205.00; Flat, $202.00, and Pakling, 44's, $200.00. In the case of Monarch this is $25.00 higher per ton and each of the other lines $10.00 per ton higher than prices quoted early in October. The American market is also firmer.

TAPIOCA—		
Pearl, sack lots, lb.	....	0 14
Do., broken sacks, lb.	....	0 14½
RICE—		
Saigon, 50-lb. bags, lb.	0 10½	0 11
Siam, 100-lb. bags, lb.	0 11	0 11½

Elephant Siam, 100-lb. bags, lb.	0 12	0 12½
Japan, 100-lb. bag, lb.	0 13½	0 14
Patna, 100-lb. bag, lb.	0 11½	0 12
Chinese, 48-lb. bag, per cwt.	....	7 70
Sago, Singapore, 150-lb. bag, lb.	....	0 12

Prunes Higher; Raisins Very Firm

Winnipeg.

DRIED FRUITS.—Prunes generally have been weak for some time, but the past few days there has been a firming tendency, particularly in the larger sizes. Larger sizes are in keen demand.

California packers report the reason for prunes not coming onto the market more freely is on account of the serious car shortage, also the strike.

The prune and apricot growers advise that they are all packed up and ready for shipment, but that it is impossible to give any definite dates as to when they will be able to secure cars.

Market is very weak on evaporated apples. Buyers are still holding off. Opening prices which were quoted at 22½c are now down as low as 19c.

There is a very keen demand for all grades of raisins and prices remain very firm.

Figs and dates are quoted at very high figures.

Raisins		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	....	0 16
Cal,, bulk, seedless, 5-lb. carton, per carton	....	1 05
Cal., seeded, pkgs. 11 oz.	....	0 14
Do., 11 oz., fancy	....	0 15
Do., 15 oz., choice	....	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 16½
Prunes—		
90-100s	0 18	0 18½
80-90s	0 18½	0 19
70-80s	0 20	0 21
60-70s	0 21	0 22
50-60s	0 22	0 23
40-50s	0 24	0 25
Dates—		
Royal Excelsior, 3 doz. cases, per pkg.	....	0 19½
Dromedary, 3 doz. cases, per pkg.	....	0 22
Fard, 12-lb. boxes, per box	....	3 00
Figs—		
Spanish cooking, recleaned, per lb.	....	0 18
Cal. White Roedings, per lb.	....	0 23
Black Figs in Cartons, 10 x 15 per carton	....	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	....	4 10
Do., 6-row, 10-lb. boxes	....	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....	3 60
Do., 5-row, 10-lb. boxes	....	3 40
Fancy, 8-oz. bricks, 24 to box	....	3 35

California Canned Fruit Weaker

Winnipeg.

CANNED GOODS.—The failure to make deliveries of certain contracts on California canned goods for export has had a weakening effect on the New York market.

Apricots have sold within the past few days at from 10 to 12c below opening prices. Peaches, standard and extra standard at 5c under opening prices.

Spot Teas Becoming Scarce

Winnipeg.

Retailers are taking advantage of the fastly advancing market on practically all grades of teas, many are laying in large stocks against further advances. The market, as far as the West is concerned, is fast becoming depleted.

As pointed out in a recent issue, the difference between the Eastern market and the Western is still around ten cents per lb.

Continued on page 42

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta, Nov. 4.—Crisco advanced 20 cents per case. Lard, in common with other packing house products, took quite a drop, 3s now $18.30, and $18.60. The drop on smoked meats runs from 1 to 7 cents per pound. No new laid eggs are offering, No. 1 storage are quoted $18.30 to $18.50. Large Ontario cheese is selling $30 to $32. Fard dates selling from 27 to 30 cents per pound. Corn due to arrive this week is quoted $4.40. Raspberries and strawberries, 2s, $10.20. Lobster ¼s are $1. Some lines of cocoas, coffees, sauces, baking powders and nuts in shell are also higher this week.

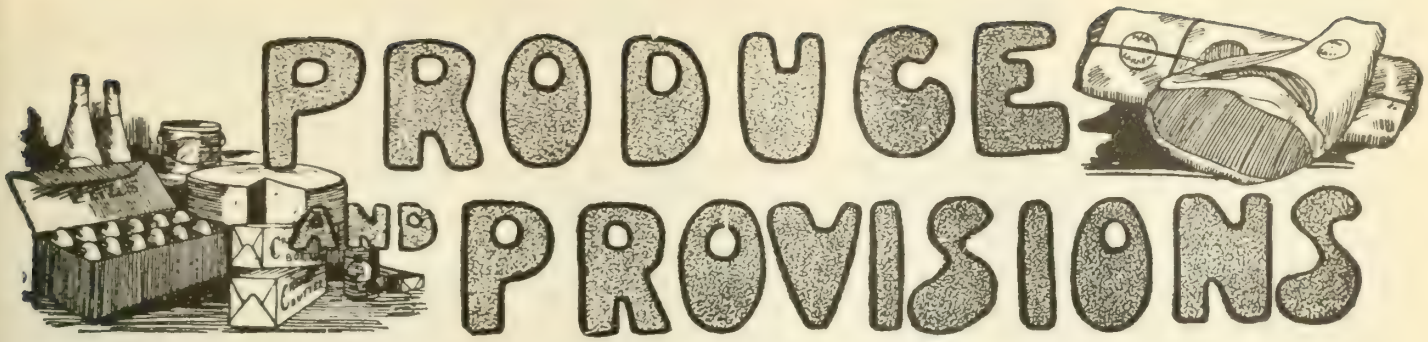
Flour, 98s, per bbl.	....	10 70
Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Rolled oats, 80s	....	4 15
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, lb. per case	18 30	18 60
Eggs, new-laid, local	....	....
Do., No. 1 storage	18 30	18 50
Tomatoes, 2½s, standard, case	4 30	4 60
Corn, 2s, case	....	4 10
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 [illegible]
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	33 00
Oranges	....	7 00
Lemons	10 00	11 00
Grapefruit	....	8 00
Dates—		
Dromedary, case	....	7 60
Excelsiors, lb.	....	0 16
Hallowee, lb.	0 21	0 23
Pears, evaporated, lb.	....	0 33½
Pineapples, dried, 2s	....	7 00
Mincemeat, standard, bulk	0 15	0 20

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 4.—There have been quite a number of changes during the week on this market. Sugar advanced 25 cents for standard granulated and 15 cents for yellow. Molasses is very scarce and there is a strong probability that it will go a dollar higher in the near future. Ontario cheese is firmer and is selling 31 to 32 cents. Pure lard is easier and is selling at 33 to 33½ cents, with compound at 31 to 31½ cents. American clear pork is down to $60 to $63. Red Spring salmon in flat tins has reached the market and is selling at $19.50 per case. Cohoes and chums have both advanced 50 cents a case. New arrivals of dried apples and peaches have reached the market.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 75	3 85
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	13 75	14 00
Molasses	....	95 00
Sugar —		
Standard, granulated	....	11 35
No. 1, yellow	....	10 75
Cheese, New Brunswick	0 30	0 31
Cheese, Ont., twins	0 31	0 32
Eggs, fresh, doz.	....	0 65
Eggs, case	....	0 60
Breakfast bacon	....	0 50
Butter, creamery, per lb.	....	0 56
Butter, dairy, per lb.	....	0 50
Butter, tub	0 48	0 50
Lard, pure, lb.	0 33	0 33½
Lard, compound	0 31	0 31½
American clear pork	60 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	....	....
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb. bags	5 25	5 50
Lemons, Cal.	10 00	11 00
Pears, Cal., box	6 00	6 50
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	6 50	7 50
Apples, Gravensteins, bbl.	3 50	6 00
Apples, N.B.	3 50	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, box	10 00	12 00



The National Fish Day

By J. A. PAULHUS, originator of the day

THE date for the celebration of the National Fish Day has been fixed. This memorable event will take place this year on the 11th of November next, the anniversary of the armistice. Let us prove on the occasion that we are patriots, by encouraging the development of one of our finest assets—the fisheries. The National Fish Day was instituted for two special reasons:

FIRST.—To popularize the use of fish as a food.

SECOND.—To demonstrate the benefits that would accrue to the country in developing the fish industry.

When the idea of a Fish Day was mooted four years ago, which was at the start of the war, the bogey of High Cost of Living was with us. The war has ended and still the cost of living, in so far as food is concerned, does not show much improvement. Different opinions have been given from time to time by economists, by students, and the more we argued on the subject, the more it seems we were getting farther from the solution of the problem. A remedy to the situation was proposed by the exponents of the fish interest. The argument was that we had no reason to complain about the high cost of eggs, meat, butter, as we had a good substitute in fish. There is such an abundance in this country. It was admitted that this was very true to a certain extent, but that fish was as high, comparatively in cost, as meat. To sum up the question it was the Cost of High Living that was involved, more than the High Cost of Living. There was enough money in the consumer's hands to buy whatever his fancies would suggest him. Let it be fish or flesh.

The National Fish Day was instituted to prove that the contention of the consumers in this case was not according to the facts, that he could have the proof by trying on a special day a diet of fish, and compare the costs. It was a revelation, as on those special days more fish has been used from coast to coast than in a whole week of normal business. Last year, for instance, the consumption of fish on the National Fish Day had been 25,000,000 pounds. The trade took particular pains to provide all species of fish, which were reasonable in prices. A special effort was made to display fish in an attractive fashion, prices were cut down to the finest point, and no doubt many a consumer on whose bill of fare fish was unknown, from that time have been having a treat of a few fish meals weekly.

As the relative cost of fish, there cannot be any question that it is by at least 50 per cent. and in some cases 100 per cent. more economical than butcher's meat. One can buy at present in this city, good fresh fish at 8 to 15 cents a pound. A food that would compare in nutritive substance with any kind of meat procurable. We can make use yet of the motto, which was used during the war in connection with the High Cost of Living.

Do not stint yourself—be economical—Eat Fish—Yes—Boost and Eat Fish on the next National Fish Day, and keep eating fish on every Tuesday of every following week, until the next National Fish Day, and whoever does it, will find it profitable to himself, to his family, to his friends, to his country, to his health, and last but not least to his pocketbook.

Let us now see the benefit that could be derived through the National Fish Day. Supposing that, by this educational method, the consumption of fish in Canada reaches in a short time the proportion of some other countries, for instance, the British Isles, Japan, it would mean that our fleet of fishing vessels must be augmented to double what it is to-day, that instead of having 100,000 hands employed in the process of getting fish, we should have 200,000, and so on, for the gear, outfit, and every implement which is in use for the prosecution of the industry.

The capital invested would have to be augmented in proportion, better facilities to handle the product would be provided. Transportation improvements, storage capacities, commodious stores, where fish is handled for distribution, retail shops, better adapted to the trade, more business from producer to consumer, and more wealth to be created by us, for us and to be distributed all over the country.

This can be accomplished if the idea of the National Fish Day is well understood, and if everyone and all co-operate and do his share, on the 11th of November next.

Boost, Eat more Fish. Be economical without stinting yourself.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 4—Produce dealers are receiving a good, steady demand for the various lines and are anticipating an improvement as the season advances. There has been an advance of one cent per pound for butter, best creamery being in active demand. The New York butter market was slightly easier, but the demand here and the active buying indicates very clearly that there will be no likelihood of lower prices at present. Live and dressed hogs are somewhat easier, the tendencies being of an easing character and trade quite active. Haddock and codfish are down half a cent per pound.

Hogs Slightly Less; Cattle Prices Held

Montreal.

FRESH MEATS.—There has been a slight decline in the price of live and dressed hogs. This is in accordance with the order now made effective as issued by the Board of Commerce, and there may be a slightly further reduction. Select live hogs sold on Monday at $17.25 to $17.50, and select dressed at $24.50 to $25. There was a fairly good run at the stockyards. Cattle, best grades, are quite steady, and there is a fairly steady demand here. Prices are held without change.

FRESH MEATS—		
Hogs, live	17 25	17 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	24 50	25 00
Selects	25 00	26 00
Sows (heavy)	....	21 00
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	....	0 33
Loins (trimmed)	....	0 37
Loins (untrimmed)	....	0 33
Pork sausage (pure)	....	0 25
Farmer sausages	....	0 18
Bone trimmings and trimming	0 20	0 25
Trimmed shoulders	....	0 29

Fresh Beef—

(Cows)		(Steers)	
$0 20	$0 22 ..Hind quarters..	$0 24	$0 25
0 12	0 13 ..Front quarters..	0 14	0 15
....	0 27 ..... Loins	....	0 35
....	0 22 ..... Ribs	....	0 25
....	0 11 ..... Chucks	....	0 14
....	0 18 ..... Hips	....	0 22

Calves (as to grade)	0 22	0 28
Lambs, 25-40 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), lb.	....	0 16

No Immediate Change Made on Smoked Meats

Montreal.

CURED MEATS.—While there has been no immediate change made for cured meats, any reductions made for fresh pork will eventually tend to reduce prices somewhat. In the meantime hams and bacon are meeting with a fair demand from the trade, and stocks are ample to take care of the trade. Barrelled pork will tend to lower levels with pork lower.

Hams—		
Montreal, smoked, per lb (Weighted, 12-14 lbs.)	....	0 38
14-20 lbs.	....	0 37
20-25 lbs.	....	0 35
25-35 lbs.	....	0 29
Over 25 lbs.	....	0 27
Bacon		
Breakfast	0 43	0 52
Windsor		0 51
Cottage rolls	....	0 34
Picnic hams	0 25	0 27
Barrel Pork		
Canadian short cut (bbl.) 30-40 pieces	....	54 00
Clear fat backs (bbl.) (40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	47 00
Plate Beef	....	32 00
Mess Beef	....	28 00
Bean Pork	....	48 00

Seasonable Sale For Various Cooked Meats

Montreal.

COOKED MEATS.—The usual demand existing at this time of the year for cooked meats, obtains, and while there is little price change this week, the tendencies are, if anything, easier. Ham and headcheese are fairly active sellers.

Head Cheese	....	0 13½
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 48
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	0 57
Hams, cooked	....	0 56
Shoulders, roast	....	0 45
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	0 80
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

Evidence of Orders Tends Hold Lard Prices

Montreal.

LARD.—Even the packers are active buyers these days for lard, and this would indicate that there are outside sources for which they are seeking supplies. No reduction in the price has been noted, and with the new orders in effect as to prices, it is just a question if large supplies will not go outside to export markets. There is a good movement to the domestic trade.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 31½	0 32
Tubs, 50 lbs., per lb.	0 32	0 32¼
Pails, 20 lbs., per lb.	0 32¼	0 32½
Bricks, 1 lb., per lb.	0 34	0 35

No New Prices Out On Shortening

Montreal.

SHORTENING. — The demand for shortening has been seasonable, and prices, while unchanged, are not firming any. It may be that there will be some reduction, following the Board of Commerce order regarding the adoption of prices on a parity with those obtaining in March last.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29½
Tubs, 50 lbs., per lb.	0 29½	0 30
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	0 32	0 32½

Cheese Market Firm; Active Export Sales

Montreal.

CHEESE.—While the buyers who are acting for the British Government are not paying any more than the price fixed some time ago, there is very little cheese passing out to them, it is stated. The export markets in France, Belgium, and elsewhere, it is said, are affording the trade a much higher price, and supplies are naturally going to the markets. There is a healthy bidding for supplies, and over 29 cents per pound was paid for cheese last week at one or two Ontario points. Local demand is quite satisfactory for this season of the year.

CHEESE—		
New, large, per lb.	0 29½	0 30
Twins, per lb.	0 29½	0 30
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 34
Fancy, old cheese, per lb.	....	0 33

Margarine Sales Will Soon Be Heavier

Montreal.

MARGARINE. — Sales of margarine will soon improve, the retail trade not having been anxious, up to this time, to purchase any more than they could dispose of within a few days. Now they will, because of cooler weather, buy a little more freely. Demand from the consuming public is continuing steady, and prices are firm but unchanged.

MARGARINE —		
Prints, according to quality, lb.	0 35	0 39
Tubs, according to quality, lb.	0 31	0 34

One Cent Advance For Creamery Butter

Montreal.

BUTTER.—The market has been very active during the past week and prices on best creamery advanced one cent per pound. The supplies are readily picked up and buying is keen. Outside markets were somewhat easier, New York reporting declines, but the fact that receipts here have been much smaller than a year ago, and demand keener, if anything, there is no promise at present of lower prices becoming effective.

BUTTER —		
Creamery, prints, fresh made..	....	0 64
Creamery, solids, fresh made..	....	0 63
Dairy, in tubs, choice	....	0 52
Dairy prints	....	0 52
Bakers'	0 45	0 47

Big Sale For Eggs At Unchanged Prices

Montreal.

EGGS.—The receipts of eggs for the year 1919 from May 1 to date have been more than twice those for the some period of 1918. The actual receipts at Montreal were 565,227 cases. This would seem to indicate that the local market had been afforded much larger supplies. However, export orders have been very

heavy and a great many eggs have been recorded at Montreal, it is understood, which were billed right through to other sources. Prices are firm and unchanged, but new-laids are still difficult to obtain in anything like necessary quantities.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 64
New laids	0 72	0 73

Half Cent Reduction On Cod and Haddock

Montreal.

FISH.—A decline of ½ cent per pound has been effected on cod and haddock. These are in good supply and the trade for fish, generally, is active. Prices are quite well maintained all around. Dore and whitefish, and a number of other lines, including halibut and salmon, are becoming quite scarce, the season being about over. The coming of National Fish Day will have a stimulating effect on sales, and dealers will doubtless supply themselves with plenty of stock in anticipation of that occasion, which is growing in importance each succeeding year.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 07½	0 08½
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 06½	0 07½
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	..
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon per lb	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)	....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	....	0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, Labrador (200 lbs.)	26 00	27 50
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25
OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oysters Shell, 100-lbs.		1 50
Paper Oyster Pails, ¼-lb. per 100		2 25

Poultry is Steady And Receipts Large

Montreal.

POULTRY.—Receipts of poultry have been reported as large, and there is an increase in the shipment of dressed, while live birds are also coming to hand right along. Prices are maintained on a steadily unchanged basis, consumers buying freely right along.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 [illegible]
Old fowls (small)	....	0 30
POULTRY (Buying Prices)	Live	Dressed
Chickens, light weights	0 21	0 26
Do., heavy weights	0 24	0 29
Ducks, young	0 20	0 25
Do., old	0 13	0 18
Geese—		
Young	0 20	0 25
Old	0 15	0 20
Fowls	0 15-0 18	0 20-0 23
Roosters	0 17	0 22
Turkeys	0 32-0 35	0 37-0 40

ONTARIO MARKETS

TORONTO, Nov. 7—The feature of the produce markets this week is the easier prices prevailing in all pork and pork products. Quotations show declines of from three to five cents in hams and bacon. Cheese on the other hand is higher and butter and egg markets are very firm.

Lower Prices Prevail in Pork

Toronto.

FRESH MEATS.—There has been a very heavy "run" on pork this week, because of the lower prices that are prevailing, following the order of the Board of Commerce. Pork tenderloins are four cents a pound cheaper, selling at 44 cents per pound. Live hogs are being bought at $16.75 per cwt. on the fed and watered basis. Beef quotations are practically steady, with some lower levels prevailing for the poorer class of meat.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	....	17 00
Live, fed and watered, per cwt.	....	16 75
Live, f.o.b., per cwt.	....	15 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30	0 32
Loins of pork, lb.	0 37	0 38
Tenderloins, lb.	....	0 44
Spare ribs, lb.	0 14	0 18
Picnics, lb.	....	0 23
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 15	0 23
Front quarters, lb.	0 10	0 15
Ribs, lb.	....	0 25
Chucks, lb.	0 08	0 12
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, yearling, lb.	0 14	0 16
Spring lamb, lb.	0 20	0 22
Sheep, whole, lb.	0 10	0 13

Above prices subject to daily fluctuations of the market.

Sharp Declines in Hams and Bacon

Toronto.

PROVISIONS.—There are some sharp reductions in the prices of hams and bacon. Medium hams are quoted at from 36 to 38 cents, and heavy stuff at from 28 to 30 cents. Backs, skinned, rib in, are selling at from 46 to 49 cents, and boneless backs at from 50 to 52 cents. Dry salt meats and barrel pork are quoted from three to five cents a pound lower. Demand is very active for smoked meats.

Hams		
Medium	0 36	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 25
Clear Bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle, prices [illegible] about 2c per pound below corresponding cuts above		
Barrel Pork—		
Mess pork, 200 lbs.		42 00
Short cut backs, bbl. 200 lbs.		50 00
Pickled rolls, bbl., 200 lb.		
Heavy	....	50 00
Lightweight	....	60 50

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Also Lower

Toronto.

COOKED MEATS.—Boiled hams are quoted at from 49 to 53 cents this week as compared with a previous price of 57 and 58 cents. Roast hams, without dressing, are selling at from 52 to 54 cents. Choice jellied ox tongue is selling at 55 cents, and jellied pork tongue at from 49 to 50 cents.

Boiled hams, lb.	0 49	0 53
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 55
Jelied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Butter Prices Very Strong

Toronto.

BUTTER.—The market for butter continues very strong, with choice creamery prints selling to the trade at from 60 to 63 cents per pound.

Creamery prints (fresh made)	0 60	0 63
Dairy prints, fresh, lb.	....	0 57
Dairy prints, No. 1, lb.	....	0 54

Active Demand Advances Cheese

Toronto.

CHEESE.—The market for cheese is very strong. There is a very active demand for cheese at the present time. Large cheese is selling at from 30½ to 31 cents per pound, and Stiltons are worth 35 cents.

Cheese—		
Large	0 30½	0 31
Stilton	....	0 35

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Margarine is a Brisk Seller

Toronto.

MARGARINE.—There is an active inquiry for margarine. The one pound prints are selling at from 35 to 36 cents, the number two pound prints from 32 to 34 cents, and the number threes from 28 to 29 cents.

Margarine—		
1 lb. prints, No. 1	**0 35**	**0 36**
Do., No. 2	**0 32**	**0 34**
Do., No. 3	**0 28**	**0 29**

New Laid Eggs Again Higher

Toronto.

EGGS.—Quotations on new laid eggs, in cartons, have advanced from three to five cents per dozen. Selects are from 62 to 63 cents per dozen, and number one storage from 60 to 61 cents.

Eggs—		
No. 1 storage, doz.	**0 60**	**0 61**
Selects	**0 62**	**0 63**
Special new laids, in cartons, dz	0 75	0 78

Prices shown are subject to daily fluctuations of the market.

Lard is Down a Cent Per Pound

Toronto.

LARD.—Price of lard has declined, the quotations this week on the tierce basis being from 29 to 30 cents per pound.

Lard, tierces, 400 lbs., lb.	0 29	0 30

In 50-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening 27 and 28 Cents Per lb.

Toronto.

SHORTENING.—Shortening on the tierce basis is selling at from 27 to 28 cents per pound.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Active Demand For All Fish

Toronto.

FISH.—There is an active demand for fish, both fresh and frozen. Some lines are quoted lower this week, declines averaging from one to two cents per pound. Receipts of fresh fish have been somewhat curtailed on account of rough weather.

FRESH SEA FISH		
Cod Steak, lb.	....	0 12
Do., market lb.	0 09	0 10
Haddock, heads off, lb.	....	0 09
Do., heads on, lb.	....	0 08
Halibut, chicken	0 20	0 21
Do., medium	....	0 22
Flounders, lb.	0 07	0 10
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	0 08	0 09
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 16
Whitefish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Has Active Inquiry

Toronto

POULTRY.—Poultry continues to sell freely. Receipts are plentiful, and there is an active demand. Turkeys are selling to the trade at 45 cents per pound, and geese at 30 cents. Heavy hens are 28 cents, and light hens from 20 to 23 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 30	- 0 35
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	0 23-	0 28
Ducklings, 3½ lbs. up	- 0 21	- 0 28
Geese	- 0 16	- 0 20
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 24	- 0 27

Prices quoted to retail trade:—

		Dressed
Hens, heavy	....	0 28
Do., light	0 20	0 23
Chickens, spring	0 28	0 32
Ducklings	....	0 32
Geese	....	0 30
Turkeys	....	0 45

WINNIPEG MARKETS

Hog Market Is Unsettled

Winnipeg, Man.

HOGS—There is a very unsettled feeling in this market. Hogs recently declined 50c, and other declines are possible.

HOGS—		
Selects	....	15 50
Heavies	13 50	14 00
Lights	14 00	14 50
Sows	11 50	12 00
Stags	9 50	10 50

Provision Lines Remain Unchanged

Winnipeg, Man.

PROVISIONS—There has been a good demand for provisions during the week, but no price changes have been noted.

BACON—		
Choice light, per lb.	....	0 53½
Heavy, per lb.	....	0 43½
Bellies, per lb.	....	0 38½
Back, light, per lb.	....	0 50
Cooked Ham, skinned, per lb.	....	0 59½

Fish Plentiful; Prices Unchanged

Winnipeg, Man.

FISH.—There is a good supply of fish arriving on the market and it is selling well.

Cheese Prices Firm and Unchanged

Winnipeg.

CHEESE.—There has been no change in the cheese market of recent date, but prices are very firm.

CHEESE		
Ontario, large, per lb.	0 30½	0 31
Ontario, twins	0 31	0 31¼
Ontario, triplets, per lb.	0 31¼	0 31½
Manitoba, large, per lb.	....	0 29½
Manitoba, twins	....	0 30½

WINNIPEG GENERAL MARKETS

Continued from page 38

Many grades of tea to-day are being sold by Winnipeg jobbers at much less than it would cost to import on the present market. For example, Ceylon, which is being offered at 41¼c per lb., would cost to import to-day 46c for the same grade.

Coffee Shows Steady Advance

Winnipeg.

COFFEE.—The better grades of coffee are advancing. There has been an actual advance in the past week of from two to three cents per lb. in some grades.

Santos and Rios are also a trifle firmer, but are not nearly so noticeable as the finer grades. The advances in Santos and Rio have been around one cent per lb.

Scarcity of Nuts For Xmas Trade

Winnipeg.

NUTS.—There is a decided scarcity of nuts for the Christmas trade. They are quoted to the retail trade as follows:

Almonds Tarragona, per lb.	....	0 30
Brazil, per lb.	....	0 30
Filberts, per lb.	....	0 35
Walnuts, Manchurian, per lb.	....	0 28
Chestnuts, per lb.	....	0 23
Choice Peanuts, per lb.	....	0 17
Fancy Peanuts, per lb.	....	0 21
Jumbo Peanuts, per lb.	....	0 24
Pecans, per lb.	....	0 30

Little Change In Vegetable Prices

Winnipeg.

There has been little change in the vegetable market during the week. British Columbia Yellow Danvers onions are now selling at $4.00.

Turn your money over 12 times a year

A BIGGER volume of business, with clean-cut, fast-selling package propositions, is the grocer's solution of to-day's problems. His business costs are rising—his margins are being restricted in some lines and in others are necessarily stationary.

Gunns "Easifirst" is capturing the bulk of the trade wherever it gets a show at all. It's got the quality. It's popular with housewives who know.

Stock Easifirst—It sells.

Gunns
LIMITED
WEST TORONTO

57 57

HEINZ
Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57 57

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED
Write us or ask your jobber for trade prices.

Read

What The Food Board at Ottawa

has to say about

Brunswick Brand fish foods--

Mr. F. W. Wallace,
Superintendent of the Fish Section of the Canada Food Board at Ottawa, in a letter to us says:

"I presume you have seen Bulletin No. 423, issued by the Food and Drug Laboratory showing that your Brunswick Brand Sardines contain a higher percentage of calories than any other canned fish or meat (devilled beef excepted).

"I know from my experience that a little fact like this will command the attention of the public very readily."

CONNOR BROS., LIMITED

BLACK'S HARBOR, N.B.

3 XXX Oleomargarine

Sells on its own merit

Armour's

Oval Label "Takes the Guess-work Out of Buying"

Armour's QUALITY PRODUCTS

You need not offer 3 XXX Oleomargarine as a substitute for butter, for table or cooking. It is a fine, pure and wholly satisfying product that **sells on its own merit.**
3 XXX Oleomargarine is made of pure, carefully selected oils, pasteurized milk and cream, high-grade leaf lard and salt, under strict Government inspection.
Grocers are realizing more and more that it pays to sell 3 XXX Oleomargarine. Customers enjoy it.
The Armour Oval Label will solve your "What-to-Sell" problem. Write your nearest branch house about Armour Food Products, or write direct.

ARMOUR AND COMPANY

General Offices and Plant:
HAMILTON, ONTARIO

Branch Houses:
TORONTO MONTREAL
SYDNEY, N.S. ST. JOHN, N.B.

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

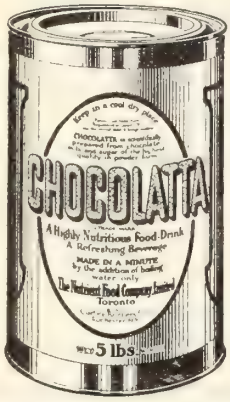
Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

H.P. SAUCE

The Ideal Leading Line

H.P. is selling freely by sheer merit and good advertising.
H.P. Sauce makes business—keeps business—increases business.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co, Ltd., Birmingham, Eng.



CHOCOLATTA

Pure Chocolate COMBINED with Milk and Sugar—made in a Minute by the addition of boiling water.
Here is a line which will give your customers the kind of satisfaction which builds your business.
If you are not already selling Chocolatta send for our attractive terms and prices.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Behind "Walker" quality stands a half-century's reputation for unsurpassed service.

A REALIZATION that we must serve our patrons—serve them well and diligently—has been the one big reason for our success.

No matter how small the order is it receives the same careful selection, the same careful packing and prompt attention by our staff—that the "big" ones receive.

Write for our catalogue of prices to-day. You'll find "Walker" prices very low and "Walker" quality unexcelled. Remember, we are direct importers of Domestic and Foreign Fruits, Nuts, Sundries, etc.

OUR PRICES WILL PLEASE YOU

Established 1861

"The Firm for Service"

H. WALKER & SON

"The House of Quality"

Satisfied Customers

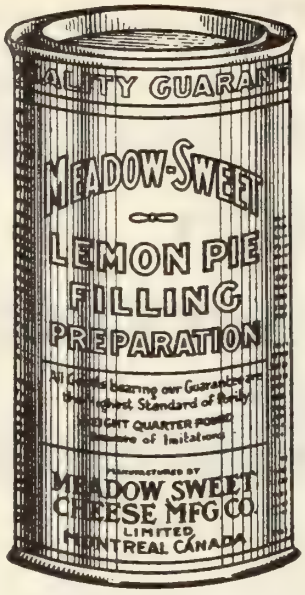
Only by selling the best goods will your trade stay with you. Quality remains long after price is forgotten. When your customer asks for self-raising flour recommend.

BRODIE & HARVIE'S X X X

It's sure to please. It's made so good, easy to prepare and makes such tasty biscuits, muffins, pies, cakes, etc. Be sure you make a display on your counter. Order a suupply and try it Your wholesaler has it.

BRODIE & HARVIE LIMITED

MONTREAL



The New Lemon Pie Filling

It's different from all others

Contains enough filling for

4 Pies

A quick seller. An attractive package. Be the first in your town to stock this new product. Order from your wholesaler.

Or

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED

Montreal

MARSH'S

Suggest that name when your customers ask for a good beverage and be prepared for holiday business by stocking Marsh's Grape Juice, Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar. They show a good profit and satisfy customers.

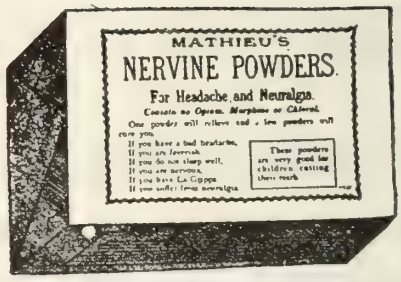
The Marsh Grape Juice Company

NIAGARA FALLS ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited

Toronto and Montreal



Keep your customers fit

No matter how good the quality of your groceries, no matter how particular your customers are about their food, all occasionally need a good, reliable remedy to bolster up rundown constitutions.

Mathieu's Nervine Powders are just the thing you can recommend for headache, neuralgia, la grippe, nervousness, etc.

Keep a display in your store. They sell readily at a good margin of profit.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Trade Mark Registered

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons
Ottawa—D. Stewart Robertson & Sons
Toronto—D. Stewart Robertson & Sons
Hamilton—Alfred Powis & Son
London—D. C. Hannah
Manitoba and Northwest—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

"The Tobacco with a heart"

B17

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHOLESALE JEWELERS

Would you give me the names of wholesale jewelry shops?—J. E. Rousseau, Five Fingers, N.B.

Answer.—James Eastwoods, New Glasgow, N.S. M. S. Brown, Ltd., Montreal; Henry Birks & Sons, Montreal; Peerless Jewelry Co., Sherbrooke, Que.; P. W. Ellis & Co., Toronto, Ont.; Austin Carl & Co., 357 College St., Toronto; Goldsmiths Stock Co. of Canada, 50 Yonge St Toronto; Edmund Scheuer, Ltd., 131 Yonge St., Toronto; T. Eaton Co., Toronto; McElheran & Plant, 66 Dundas St. W., Toronto.

SHOW CARD WRITING AND EQUIPMENT

Kindly put me in touch with person or from where I can secure equipment and instructions for short course in show card writing.—V. H. Anderson, Anderson & Anderson, Elgin, Man.

Answer—Equipment may be obtained from Artists Supply Company, 77 York St., Toronto, and Art Metropole, 14 Temperance St., Toronto, Ont.; A. Ramsay & Son, Montreal; Reliance Ink Co., Winnipeg.

We would refer you to Shaw Business College, Yonge St., Toronto, Ont.. for course.

POTATO PRICES

Can you oblige me with information as to prices farmers are receiving for potatoes per 90 lbs. (not including bags), at present time. at various points in the province?—D. S. Litster, Burks Falls, Ont.

Answer—All prices are being paid at outside points. From $2.25 to $3.00 are the prices paid in towns. Farmers will be getting from $1.50 to $2 per bag. A. A. McKinnon, 74 Colborne St., Toronto, says market to-day is $1.40 to $1.60 on track here. Would suggest that you write Mr. McKinnon.

WATER LILY CRAB MEAT

Will you please tell me if I can get Water Lily Crab Meat in Canada?—A. Giovetti, 33 Prospect St., Sherbrooke, Que.

Answer.—H. S. Melcher Company, Portland, Me., state: "We do not think that it would be possible for your people to get Water Lily Crab Meat in Canada, as we do not have any agents in that territory. We would be pleased to sell direct, but so far have not been able to obtain enough to fill orders we have on hand awaiting shipment."

MANUFACTURERS OF ICE CREAM CONES

Could you please give me information regarding a machine for the manufacture of ice cream cones?—E. L. Simpson, 157 Mount Royal Ave. W., Montreal, Que.

Answer.—We would refer you to the Fletcher Manufacturing Co., Toronto, Ont.

SOUVENIR DISHES

Do you know of any firm dealing in souvenir dishes? What I want to get is a cake plate with my name on it, so that I may give it to my customers for Christmas.—S. H. Bolton, Levack, Ont.

Answer.—We would refer you to Gowans-Kent, Toronto, Ont., and would suggest that you get in touch with them at an early date.

DUTY ON DRESSED AND LIVE FOWL

What is the duty on dressed and live fowl shipping to United States?—W. K. Loth, Milverton, Ont.

Answer.—Duty on dressed fowl is 20% and on live fowl 25%.

MANUFACTURERS OF PICTURE MOULDING

Can you give me the address of manufacturers of wholesalers of moulding for picture frames?—A. R. Latter, Stratford, Ont.

Answer.—Crowley Mfg. Co., Ltd., Toronto, Ont., also Matthews Bros., Ltd., 1906 Dundas St. W., Toronto, Ont.

MANUFACTURERS OF CLOTHES PINS

Could you please give me names of clothes pin manufacturing companies?—Mr. Elton, S. H. Moore & Co., Toronto, Ont.

Answer.—Wm. Cane & Son, Newmarket, Ont.; The Danville Mfg. Co., Danville, Que.; Brown Bros., Danville, Que.; Megantic Broom Co., Lake Megantic, Que.; J. Hanson & Co., Montreal, Que.

BUYERS OF MUSHROOMS

Could you please tell me where I could get a market for mushrooms?—Mrs. Ellen W. ———.

Answer.—White & Co., Church and Front streets, Toronto, Ont.; McWilliam and Everist, Church street, Toronto; Charles Simpson, Colborne street, Toronto.

OYSTERS IN GLASS JARS

Could you tell us where we could purchase oysters in glass jars?—R. P. Rithet & Co., Victoria, B.C.

Answer.—Connecticut Oyster Co., Ltd., Toronto, Ontario, and Oceanic Oyster Co., St. James St., Montreal, Quebec.

SOAP MANUFACTURERS

Kindly connect us with manufacturers of the following: Woodbury soap and toilet preparations, Cuticura soap, B. C. hops.—J. F. Guite, Limited, Maria-Comte de Bonaventure, Quebec.

Answer—"Woodbury" soap and toilet preparations are manufactured by Andrew Jergens Company, Perth, Ontario; "Cuticura" soap, Potter Drug and Chemical Company, Boston, Mass.; "B. C. hops," British Columbia Hop Company, 235 Pine Street, San Francisco, Cal.

WHOLESALE POTTERY CONCERNS

Will you please give name of a wholesale pottery or crockery company?—N. Rowe, Hamilton, Ont.

Answer.—Belleville Pottery Co., Belleville, Ont.; R. Campbell's Sons Co., Hamilton, Ont.; John Cranston & Son, Hamilton, Ont.; Toronto Pottery Co., Toronto, Ont.

WHOLESALERS IN MONTREAL

Could you give us a list of half a dozen wholesale grocers in Montreal?—The Tillson Co., Ltd., Tillsonburg, Ont.

Answer.—Laporte-Martin, Limited; Hudon, Hebert & Co., Ltd.; Chaput, Fils & Cie; Patenaude, Carignan & Cie; Joseph Ward & Co.

VINEGAR PUMP AND READY-MADE COATS

Where can I buy, wholesale, a wooden pump to pump vinegar out of a barrel? Also give list of wholesale dealers in ready-made coats for ladies and children.—C. F. Schutt, Schutt, Ontario.

Answer.—Vinegar pump can be purchased from Wilson, Lytle and Badgerow, 112 Duke street, Toronto, Ont.

Following are wholesale dealers in ready-made coats: Samuel T. Signan, 520 St. Lawrence Blvd., Montreal; Juvenile Wear Mfg. Co., 539 King St. W., Toronto; W. R. Brock, Ltd., Bay and Wellington Sts., Toronto, Ont.; Canada Cloak Co., 63 Wellington St. W., Toronto; Hutner Cloak Co., 439 King W. and Spadina Ave., Toronto; Bishinsky Bros., Montreal; Enterprise Mfg. Co., 260 Richmond St. W., Toronto; A. Sommer & Co., Ltd., Sommer Bldg., Montreal; John Northway & Son, 91 Wellington W., Toronto; Thompson Mfg. Co., 174 Spadina Ave., Toronto; S. F. McKinnon & Co., 67 York St., Toronto; Gaults, Ltd., Winnipeg, Man.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

TEA MARKET

- Spot stocks are now very low.
- Prices have advanced during past two weeks.
- Quotations for import are higher than present local prices.
- We advise customers to complete their purchases for next four months' trade without delay.
- Samples and quotations forwarded promptly upon application.

33 St. Peter St. **Kearney Bros., Limited** MONTREAL

Tea and Coffee Importers

Established 1874

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., **Toronto, Ont.**

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

KEYSTONE
BRAND
SATISFACTION
Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.
NUGGET BROOMS
are in steady demand. If you aren't stocking them, you're losing customers and money.
For prices, etc., write
Stevens-Hepner Co., Limited
PORT ELGIN, ON
The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.
STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 60
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.65; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 6s, $15.95.
Mince Meat (bulk)—6s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

Does Your Package Help the Grocer to Sell Your Product?

When a customer comes into a grocery store and sees your package on the shelf, haven't you often wished that your own salesman was there to clinch the sale?

Why not have a package that will talk? Why not get one that will speak out your big selling thoughts? Why not get one that is not only an attention-compeller, but a wide-awake, business-bringing salesman?

It is our business to give such help as you need. We will be glad to be of assistance. Write us.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street Toronto, Canada

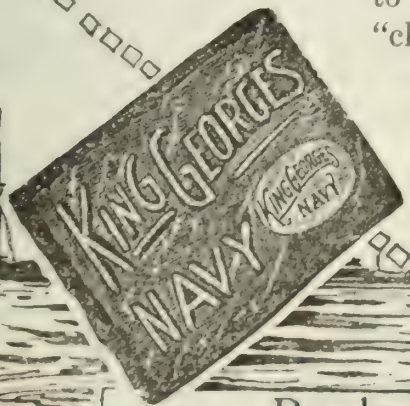
KING GEORGE'S NAVY

CHEWING TOBACCO

is worthy of your best recommendation

You needn't be ashamed or afraid to "boost" this fine, satisfying "chew." It will back up your very strongest claims, and so satisfy that steady repeat sales are certain.

Order a trial supply now.



Rock City Tobacco Co., Ltd.

The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of $3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, $3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincement (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (i nglass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	8.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 60
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 3, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	26 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 05
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

Canned Fruits

We are again along with our Monarch Canned fruits and while it has not been easy this year to secure the high grade quality which always goes into the Monarch cans, we can confidently say that after looking around carefully we have secured a very likable lot of fruit and feel sure that the Monarch Standard will be well maintained as in the past.

The Monarch label is also very attractive, and stacked up in a store cannot help but draw attention—good looking outside and good eating inside is a combination that cannot help but draw and hold business.

Monarch Gallon Apples - -	6.35	Monarch Lombard Plums	2s 2.60
Monarch Whole Red Cherries	2s 3.65	Monarch Green Gages -	2s 2.85
Monarch Pitted " "	2s 4.35	Monarch Red Raspberries	2s 4.65
Monarch Yellow Peaches	2s 3.60	Monarch Strawberries -	2s 4.65
Monarch Bartlett Pears -	2s 3.90		

Send us an order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

COUNTRY MERCHANTS

of Nova Scotia, New Brunswick, Prince Edward Island

Ship us your

Butter, Eggs, Potatoes, Etc.

We pay highest market prices.

SMITH BROS.

7 Upwater St. - - HALIFAX

Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies, and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be built with the 500 set. Hundreds of standard fixtures can be set up.

Made of Oak, either Golden Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Quarter Inch Units. Drawer in the chest holds 1 dozen set.

No. 20 Set has 89 Interchangeable Units For Large Store Windows, $38.50
No. 20½ Set has 50 Interchangeable Units For Small Store Windows, $23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90
SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in ctse, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb...	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5c squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 95
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ¼ lb., 3 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.....	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack, doz...	1 50

HAVE YOU ORDERED?
For Christmas
Fruits, Figs, Nuts, Dates

We carry a full stock

Write for Price List

DO IT NOW

The Willett Fruit Co., Ltd.
Wholesale High-Grade Fruits
ST. JOHN, N.B.

Stripes Brand
Florida Grape Fruit

Acknowledged to be the best quality and pack coming out of Florida.

Oversize Grade. Very Heavy Pack.

Juicy, Tender and Delicious

Exclusive Handlers for this Territory

White & Co.
Limited
Toronto

The kind that good grocers recommend

When discerning buyers ask for a quality jam not only as good as anything on the market, but with a tastiness that is "different" they make no better recommendation than

Furnivall's

Join the grocers who recommend Furnivall's. It will mean increased business.

FURNIVALL-NEW
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

BROOMS

Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom
We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg

Short of Help? Too Bad!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

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BUYERS' MARKET GUIDE
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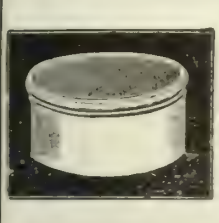


STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BIG INCREASE IN MARITIME FISHERIES

The Department of the Naval Service reports that fishing operations on the Atlantic coast during September were conducted under unfavorable weather conditions. The aggregate catch of cod, haddock, hake and pollock, however, was almost 200,000 cwt. greater than for the same month last year. The totals are 786,000 cwt. this year, against 589,000 cwt. last year. There was an increased catch of 30,000 cwt. of pollock in Charlotte County, N.B., but the big aggregate increase comes from Nova Scotia.

The herring catch amounted to 100,000 cwt., against 51,000 cwt. last year.

The mackerel catch showed an all-round increase of 15,000 cwt.

The Bay of Fundy sardine fishery resulted in an increase of over 12,000 barrels, but the price remains low.

During the month in the north-west half of the Strait of Northumberland, lobster fishing resulted in the addition of 4,020 cases to the year's pack, which now stands at 124,800 cases, against 101,900 cases last year.

CLIMAX PAPER BALERS
ALL STEEL--FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue.
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

GASOLINE MANTLES
FOR THE FINEST···BUY AN R·M·
ASK FOR SAMPLES & PRICES
R M BAG
JUNIOR R·M·BAG
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

HELP WANTED

WHOLESALE TEA HOUSE HAS AN OPENing for two live, experienced travellers, one for Ontario territory immediately north of Toronto and the other for territory immediately east. Good opportunity for traveller with wholesale grocery experience. Enquiries treated as strictly confidential. Box 750, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave, Toronto, Ont.

WANTED A THREE DRAWER CASH REgister, cheese cutter (computing), Bowser oil pump and a grocer's refrigerator. J. W. Shier, Jr., Tamworth, Ont.

AGENCIES WANTED

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Address Rolph, P.O. Box 1027, Halifax, N.S.

Business Opportunities

WESTERN FIRM WITH WELL ESTABLISHED [illegible] require partner able to [illegible] at least [illegible] office. Investment required [illegible] up; estimated opportunity and good salary for right party; best references required and given; particulars. Box 756, Canadian Grocer.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR SALE

GROCERY STORE AND DWELLING COMbined, also stock; Front street, Colborne. Apply at once to Mrs. E. M. Black, Colborne, Ont.

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock $15,000 can be reduced. Fixtures $1,550. Buildings $2,800. Annual turnover $60,000. Net profits over $7,000 per annum. Post Office in connection brings over $700 a year. Town in the centre of a mixed farming district. $8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

FOR SALE—FIRST-CLASS GROCERY BUSIness on the main street, St. Catharines, Ont. Stock and fixtures between $6,000 and $7,000. Apply Box 760, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CHEAP—LARGE COFFEE MILL in first-class order. Grocer, Box 327, Barrie.

FOR SALE GENERAL STORE AND POST Office in Country. Good trade, store and dwelling; five acres ground; easy terms. Good chance for right man. Apply Box 754, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE GROCERY PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED
IN ANY SIZE QUANTITY
JUTE - SUGAR
BAGS
AND COTTON LINERS.
E. PULLAN
TORONTO

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Something *Extra* Good in Smoked Hams!

WE'RE just coming into the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

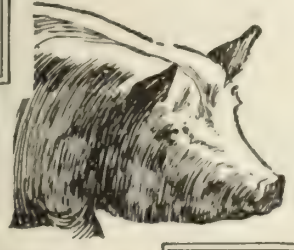
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL



The DAYTON is a sales maker because it is a confidence maker

The construction, finish and coloring of the Dayton Computing Scale is the finest that skill and experience can produce. We emphasize these facts because they mean longer life to the scale and are not adhered to in cheaper scales, and further, it means that every eye is drawn to the Dayton in your store. Every customer sees that you give accurate weight and that your price calculations are mechanically correct. This handsome scale is obviously a sign of square dealing and prosperity in the store. Therefore, it attracts trade.

"If it's a Dayton, it's Right"
The Dayton is made in Canada

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Division International Business Machines Co., Ltd., also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

ol. XXXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 14, 1919 No. 46

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

is helping a lot of Grocers to make their Tobacco Dept. a paying proposition.

It will help you.

Handled by All the Wholesale Trade.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

EXPANSION

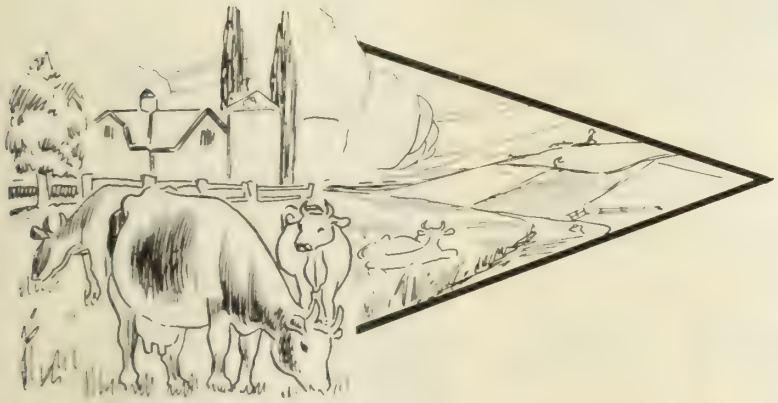
The large building shown on the right of above illustration is an addition to the plant of The Cowan Company, Limited, Toronto, now in course of erection. Upon completion it will nearly double the area of this great Canadian Chocolate industry.

It is anticipated that this new building will insure prompt shipments of Cowan's Cocoa, Maple Buds and the many other famous Chocolate products of this Company.

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Three Selling "Points"

of Borden's EAGLE BRAND Condensed Milk



It is a product from modern dairy farms which are regularly inspected. The milk is delivered by the dairies within a few hours of milking time to one of our nearby factories, where it is subject to a rigid analysis. Our factories are located in the heart of the best dairying districts.

Borden's Eagle Brand once stocked on the housewife's shelf is always ready for use. The cans are hermetically sealed and with ordinary care the contents will retain their freshness for nine or twelve months.

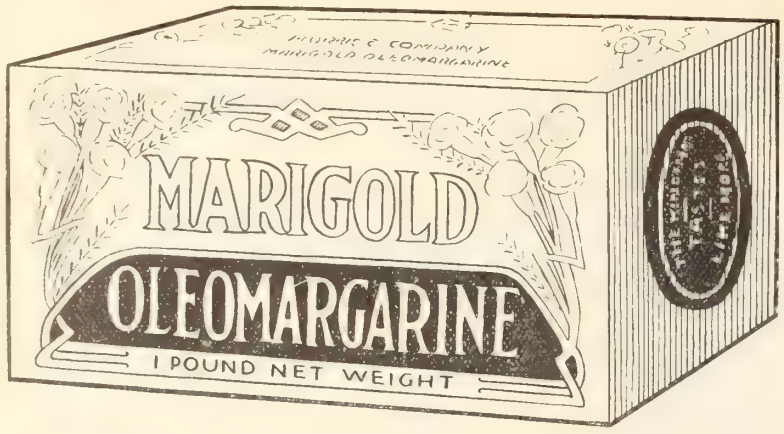
Borden's Eagle Brand will improve all cooking where recipes call for both milk and sugar. In Coffee, Cocoa, Desserts and Confections, Borden's Eagle Brand adds a delicious flavor of its own and quite apart from the sweetening which it also supplies.

Tell your customers these points. Of course they already know that Borden's Eagle Brand is by far the leading product for infant feeding.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL and VANCOUVER



It's Bound To Please

"Marigold" Oleomargarine will back up your strongest sales talk and please your most critical customer. It is a thoroughly high-grade margarine, noted for its fine flavor, even texture and natural butter-like coloring. You will find it a most desirable line to handle.

ORDER A TRIAL CASE

THE BOWES CO., LIMITED

TORONTO, CANADA

Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

Shirriff's (True Seville) Orange Marmalade

will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many year's experience of specializing in marmalade — that's Shirriff's.

Place your order to-day

Imperial Extract Company Toronto Ont.

Selling Agents for Canada: **Harold F. Ritchie & Co., Ltd., Toronto and Montreal**

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.

STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited **Montreal**

Clark's

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

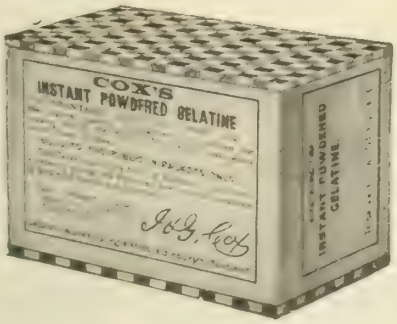
CHOCOLATTA

We would like every grocer in Canada who reads our advertisement to try CHOCOLATTA for himself. We feel sure that the purity and general excellence of CHOCOLATTA combined with its great ease of preparation would so impress itself upon you that you would not only be sure to carry CHOCOLATTA in stock regularly, but that you would also recommend it to your customers from your own personal knowledge of its good qualities.

Write to us for full particulars.

THE NUTRIENT FOOD CO., LIMITED

1266 Queen St. W., Toronto



Made Under the British Flag

Sold in All Parts of the World

COX'S Instant Powdered GELATINE

The Gelatine for the British Empire
Manufactured under the British Flag

COX'S is most quickly prepared of any Gelatine.
COX'S is of undoubted purity and uniformity.
COX'S is unique, inimitable and a certain seller.
COX'S is the climax in the manufacturing of Gelatine.

Manufactured in the splendidly equipped Laboratory of

Messrs J. & G. Cox, Limited, Edinburgh, Scotland

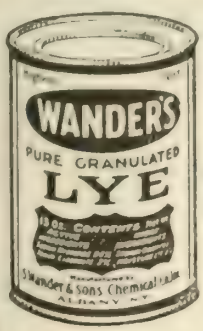
For Sale by Leading Grocers Everywhere

Tees & Persse
Manitoba

Canadian Agents:
Arthur P. Tippet Co.
Montreal - Toronto

Martin & Robertson, Ltd
Vancouver

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches
Destroys Odors

"Curling" Brand
—Marrowfat Peas—

December Delivery

THESE are the choicest of hand picked, Japanese, green wrinkled peas —tender and full flavored.

The big selling season is now on. Stock up with "Curling" Brand and be sure of a good profit margin and customer satisfaction.

Attractively packaged in 9 oz. cartons. 3 dozen to the case, $1.40 per dozen (less usual trade discount).

Maclure and Langley, Limited

MONTREAL TORONTO WINNIPEG

You Can Now Make A Substantial Profit On

FLAT FISH

SOLES BRILLS

Specify "Rupert" Brand to Your Wholesaler

Speed up your fish department. It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale dealers.

Retailers of Winnipeg and Points West

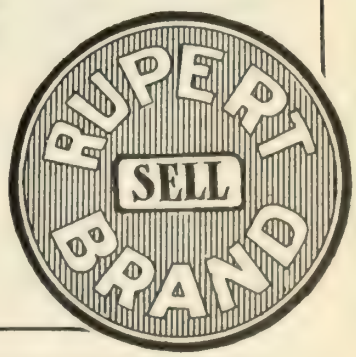
If you cannot get "Rupert" Brand Fish from your local wholesaler please advise us.

TO THE RETAIL TRADE :

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA



NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.
THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

ESTABLISHED JULY 22, 1919

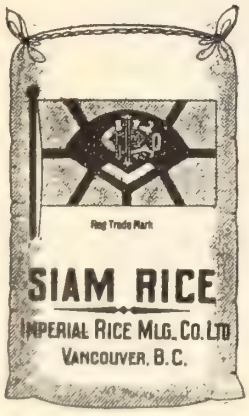
MANUFACTURERS will appreciate the wisdom of using the services of a young firm where there are no cobwebs. The selling ability to which the success of various specialties on this market is largely attributable now belongs to this establishment and is at your disposal.

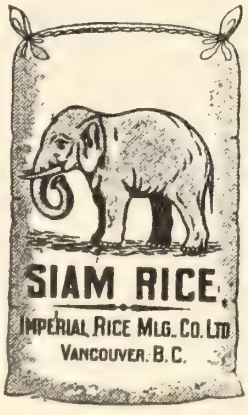
Excellent connection, detail work by competent men and a business-getting record second to none.

F. MANLEY
Manufacturer's Agent
354 Main Street **Winnipeg**

SOLE AGENT IN CENTRAL CANADA FOR
John Oakey & Sons, Ltd., London, "Wellington" Knife Polish, Emery Cloth, Plate Powder, etc.
Teissier Freres, "Tallos" Brand Genuine Olive Oil.
T. S. Jackson & Sons, London, Floor Wax Polish, etc.
May, Roberts & Co., Ltd., London, Waterglass, etc.
Salt Union Ltd., Liverpool, "Falk" and "Union" Salt.

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

TRADE EXCELSIOR MARK

A Display of
Sloane's "Excelsior" Brooms

will convince your customer of the **DIFFERENCE,** and the cheap, sloppy broom down street is forgotten.

Get In Touch With Us.

J. C. SLOANE
Owen Sound, **Canada**

HOPS

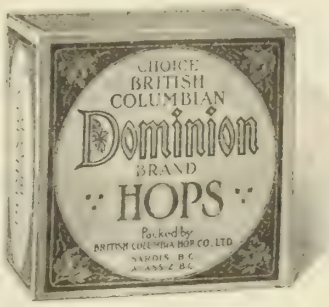
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippett & Co., Montreal, Quebec.

TELL WOMEN
How Raisins Save

Tell your customers these facts about raisins, and note how it speeds up sales.

Because of their rich nutrition (1,560 calories per pound), raisins are one of the most economical of foods.

They add luscious flavor to boiled rice, breakfast foods, bread pudding and scores of other so-called "plain" foods. Those foods, therefore, become more acceptable and can be served more often.

The "plainer" foods save money. Thus raisins help you save.

You'll sell twice as many raisins when you tell these interesting facts.

SUN-MAID RAISINS

The Nationally Advertised Brand

Always display these raisins. They are the kind most women know. Let them be the sign to show that **you** stand for the best foods in **all** lines

California Associated Raisin Co.

Membership 9,000 Growers

FRESNO CALIFORNIA

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse, of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

A TRADE WINNER

You will be surprised,

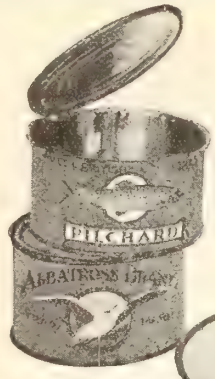
Mr. Grocer

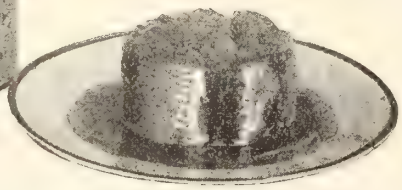
at the big sale of Brodie's XXX Self-Raising Flour. Now is the time to stock this product. Makes delicious muffins, cakes, biscuits, pies, etc.

Include a case in your next order from your wholesaler.

BRODIE & HARVIE LIMITED

MONTREAL





EVERY MORSEL EDIBLE AND DELICIOUS

"What? serve a fish on her table that hadn't been cleaned"
You would insult your customer if you hinted at such a thing

"ALBATROSS PILCHARDS"

ARE CLEANED NO ROE OR ENTRAILS

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

YOU CERTAINLY PICKED A WINNER!
RED ARROW BRAND

ARE A PHENOMENAL SUCCESS

The National Biscuit & Confection Co., Ltd.

"Caught in Salt Water"

HALLPINK
choice pink
SALMON

1 lb. and
½ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

A Fish Department! Stocked With Watson's!!
Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers Bloaters Boneless Herring Herring Chicks	Feature Herrings in 10-pound pails.	Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited
Vancouver

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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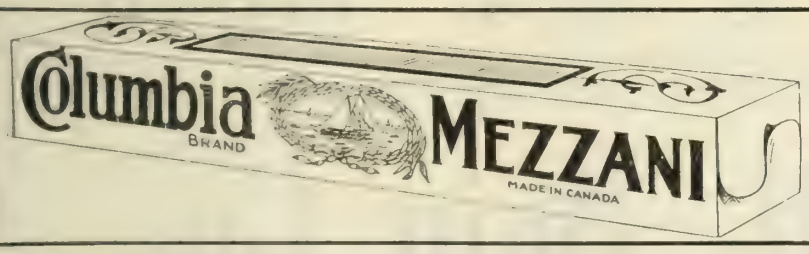
BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C



MACARONI
The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Say you saw it in Canadian Grocer, it will identify you.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE **DISTRIBUTING** **FORWARDING**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.

From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTIO

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Cression & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

When you sell Cold, Briand & Jacquets Brand of Non-Alcoholic Beverages you are selling the Best Drink.
S. G. BENDON UTILITY CO.
Montreal, Que.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

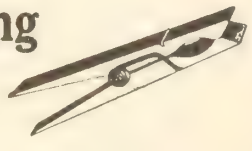
BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER

BUY Macdonald's Tobacco in unbroken ten-pound caddies. There are four extra plugs in each caddy of Brier and Prince of Wales. This gives an additional profit to the retailer of from 60c to 80c.

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Trade Mark Registered

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons
Ottawa—D. Stewart Robertson & Sons
Toronto—D. Stewart Robertson & Sons
Hamilton—Alfred Powis & Son
London—D. C. Hannah
Manitoba and Northwest—The W. L. Mackenzie & Co., Ltd., Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

B17

A Sure Way To Bring the Delicious Flavor of

"Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

NUCOA

Nucoa is a **pure,** appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of cocoanuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons
Kingston—J. Y. Parkhill & Co.
Toronto—Whyte Packing Company, Front Street E.
Galt—Glennie & Moore, Ltd.
Windsor—S. P. Lyttle, 88 Quellette Ave.

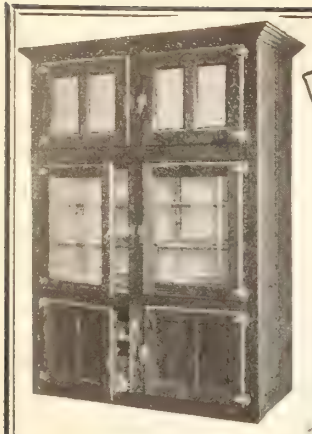
Quebec

Montreal—Labrecque & Pellerin, 11 Rue St. Timothee
Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307 Union Trust Bldg.

BUTTERS BREAD
STAYS SWEET



EUREKA

A Modern Combination of

Simplicity
Efficiency
Economy

The result of 33 years of concentrated effort along these lines, it well deserves the reputation of **Dependability.**

RIGHT NOW

We are specializing in grocers' refrigerators. We are building large quantities of our different stock models.

We can give you the best of service and undivided attention to your individual needs. Therefore, our advice to you is

WRITE NOW

for particulars, catalogues, prices. Don't wait till the rush season, when a refrigerator becomes a necessity. **Do it now!**

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

So many uses for

KLIM

Klim is an everyday necessity in every home. It doesn't matter what food is being prepared, if it requires separated milk, that's the opportunity Klim is looking for to establish its superiority in convenience and economy.

There are so many uses for Klim it is no wonder it has become a staple, steady seller.

Always keep well-stocked with Klim—it pays.

CANADIAN MILK PRODUCTS LIMITED
TORONTO

Winnipeg Montreal St. John

Every person that enters your store is a BUYER of PENCILS

Have you ever considered how profitable it would be for you if the housewife bought the family pencil supply at your store? A good many pencils are used up by a family in a year. Look at this attractive eye-catching counter display and you will be convinced that you can not only make profit on selling pencils, but that the display will do most of the selling for you.

Containing half a gross of good, easy-writing **Canadian-made** pencils, every one tipped and priced to retail at 5c each, it costs you only $2.50. Write your wholesaler or write direct to

The Wm. Cane & Sons Co., Limited

Newmarket, Ontario

BIG SALES

BIG PROFIT

Your customers will admire your good judgment

when you recommend this big **Red and Blue** Package of Quality Rolled Oats.

The delicious "Nutty Flavor" so apparent in "Quality" Brand is due to our exclusive "Pan-Dried" Process and because they're rolled the thinnest, busy women find they cook the quickest—a forcible selling point for "Sales Talk"—Mr. Grocer.

Every package is guaranteed by us to please. Our excellent shipping facilities and the great daily capacity of our plant assures you of prompt deliveries.

(A progressive advertising campaign is daily stimulating "Quality" sales).

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

A Better Mustard —at a Better Price

Why pay a higher price for Imported Mustards when you can buy a genuine *Made-in-Canada Mustard* that is superior to any other in flavor and strength.

White Swan Mustard is put up in very attractive packages—Always sells well and every sale means a "Neat profit." Stock up with White Swan—order to-day.

¼ pounds—$2.25
½ pounds—$3.50

"The Mustard with the Kick"

White Swan Spices and Cereals, Limited
TORONTO, CANADA

Have you prepared for the greater demand for Mince Meat during the cold weather?

Wethey's Mince Meats

whether
Condensed in Cartons
or
Bulk in Tubs and Pails
always lead.

Order from your Jobber.

J. H. WETHEY, LIMITED

St. Catharines, Canada

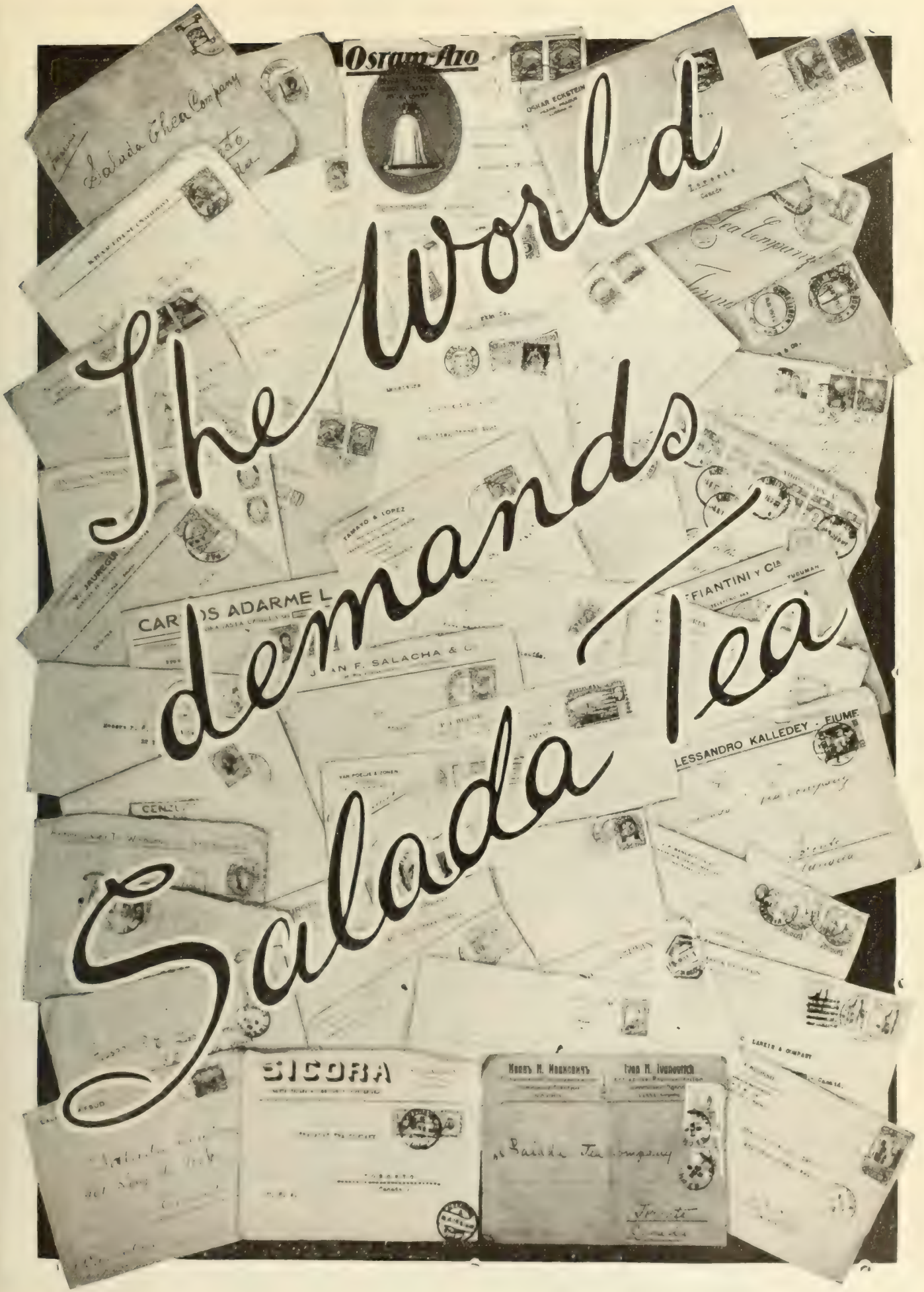
Are You This Young Man?

We would like to get into touch with a grocer or clerk familiar with the grocery trade capable of preparing advertisements or booklets.

Send full information about your experience, salary expected, references, etc.

This is a splendid opening, for a grocer or clerk who would like to advance in this class of work.

Apply BOX 764,
CANADIAN GROCER
143-153 University Ave.
TORONTO


The World demands Salada Tea
Osram-Arc
OSKAR ECKSTEIN
Salada Tea Company
TABARÓ & LOPEZ
FIANTINI Y Cia
TUCUMAN
JUAN F. SALACHA & C.
ALESSANDRO KALLEDEY - FIUME
SICORA
Salada Tea Company

UP-TO-DATE EXTRACTS

We are now coming into the Canadian market with the most up-to-date line of extracts that have been offered for many years.

A large, tall, attractive Taper White Glass Bottle, beautifully labeled and containing flavors that make you imagine that the true juice of the fruit were squeezed into the bottles.

It is by a new and special process that we have been enabled to produce such a fine extract and at a minimum cost of production and we are able to offer to the trade to-day the greatest value for the money, since the days of 1912.

In order to rapidly introduce this new line all over Canada, we offer this beautiful 2½ oz. Artificial Extract at

$10.00 per Gross

F.O.B. Toronto

Packed in Wood Cases of 1 Gross Each.

We will undertake to supply any merchant in Canada at this price until the first of May, 1920, providing you place your order now and specify shipping dates. Terms net 30 days. 1% cash 10 days.

All mail orders receive personal and prompt attention. Mail in your order, and get acquainted with us. We are good people to deal with. We are exclusive agents for some of the best grocery specialties in Canada. Also makers of the famous "DOUBLE CREAM CUSTARD POWDER." (Kindly pin this advertisement to your order).

THE HARRY HORNE CO. LIMITED

Manufacturers and Importers of Good Things to Eat.

1297-99 Queen St. West Toronto, Canada

Skilful Blending
produces the distinctive Red Rose flavor and keeps the standard of quality the same day after day, year after year.

The Norcanner Brand

of "Brisling" Sardines will be greatly appreciated by your more discriminating customers. Packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines that will appeal to the taste of the most exacting consumer. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.	A. S. May & Co.	Donald H. Bain Co.
Montreal	Toronto	Winnipeg

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

THE NEW APPETISER

Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

Don't be dubious about taking up a new product. Savora is made in conjunction with Colman's D.S.F. Mustard which is sufficient guarantee of its goodness. You can safely recommend it just as you have all other products of the Colman-Keen family.

Savora is put up in convenient sized jars—2 doz. large or 4 doz. small to the case. Put a trial case on your next order to your wholesaler.

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST., W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

Have YOU Tasted Upton's Jams and Marmalades?

Upton's Apple and Pineapple Marmalade. It is surprisingly delicious—at breakfast or luncheon.

A demonstration will surely convince your most critical customer. All Upton products are tempting—they make for repeat orders—just what you want.

They are different. For instance—try

Put them to the test on the demonstration plan.

The T. Upton Company, Limited

HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Gaetz & Co., Halifax, N.S.
P. H. Cowan & Co., St. John's, Nfld.
Rose & Laflamme, Limited, Montreal, Que.
Schofield & Beer, St. John, N.B.
Scott, Bathgate Co., Ltd., Winnipeg, Man.

CANADIAN GROCER

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HOW I MADE A PROFIT OF $72.20, PLUS A LITTLE HOLIDAY ON A MODEST INVESTMENT OF $10.00, PLUS A LITTLE EXERCISE

By J. L. WYCKOFF

CAN you take your mind back to October of last year—to the days of continued sunshine, when the streets and all nature were putting on their beautiful autumnal clothes of such wonderful colors, when you could hike along the country roads with head up drinking in deep draughts of pure fresh air? Oh, joy! The nearby orchards and fields abounding with the good things of the earth, and you just wishing that some good fairy would come along and invite you to tarry amongst all this peace and plenty—away from the worry of the grocery shop, when you could only give your customers two pounds of sugar when they demanded twenty to preserve the fruit which was spoiling, and the complaints that the flour was dark and rummy, and they just knew they would surely die if they did not get more sugar and better bread. Oh, my! Oh, my!

Here I am rambling along when I should be telling you how I made the profit which opens this story; along about this time when I am thoroughly enjoying my tramp comes Friend Farmer and with a sweep of his arm indicates a magnificent orchard just loaded with fruit, and says: "See all those apples? They're yours for one dollar a barrel if you pick 'em—sure, and throw in your board."

On the following Saturday at closing time I arranged to be away for a few days, and early Monday morning I don my oldest clothes and away I go to the country, leaving behind the cares and worries of grocery life.

Say, did you ever pick apples? The first hour or two was great sport, but by the time you have lugged around heavy ladders, climb the trees and reach around for apples and get scratched by the twigs and down the ladder with a heavy pail laden with apples, and do this a few million times, you commence to feel as though you had been put through a threshing machine. Gee, I was tired when the musical notes of

How the windows of the Wyckoff Store were used to speed up the sale of apples and kindred lines

the supper horn came floating through the air; very little time was lost in getting to the house—I was about ready to quit.

After a good wash up at the old wash block and amidst mush joshing and joking from the boys on the tenderness of the "city bugs," we all gathered around the table, and such a spread—with your plate heaped with spare ribs stuffed with—well, "just stuffin'"—potatoes that looked like balls of flour, boiled onions and parsnips, home-made sausage with delicious bread and butter, pickles, honey and to top it off with deep apple pie smothered with rich cream. Say, did I tuck it in? I really thought my little tummy would burst.

After supper when the chores were done—the hens sent to roost, the little piggies and calves fed and tucked in their beds, we all went back to the house and out came the deck of cards scarred with many a battle: with a jug of fresh cider and a heaped-up dish of rosy Snow apples to keep us company, the fun commenced; can you imagine a more enjoyable way to spend the "end of a perfect day?"

The next day was about the same as the first, except that my bones did not ache so much, for you see I was getting the knack of handling the ladders, and by the end of the third day I was quite an expert in the art of apple picking. I picked nineteen barrels during the two and one half days I was at the farm, which I got safely to the store with the aid of our delivery car. I sold the apples for $4.30 a barrel, giving me a profit of $72.20. Friend farmer and his wife pressed me to stay the week out, but business problems called me home—never had I spent a more enjoyable and profitable holiday, and I left with a hearty handshake and with an invitation to go back.

J. L. Wyckoff enjoying a quiet season with the profitable apple and the friendly pipe.

Just a word at closing to "ye Brother Knight of the White Apron": When e'er the business gets you and you feel like "busting things up"—just get acquainted with some "tiller of the soil" and get out into the country for a few days and you will come back greatly refreshed; but mind you, if you go, wear your oldest clothes. Leave your Sunday best and patent leathers at home.

B. C. MILK PRODUCERS START CO-OPERATIVE BUYING

The Fraser Valley Milk Producers' Association have announced their intention of opening a large store at Chilliwack, B. C., for the purchase of feeds to meet the needs of the members of the association.

Retail Merchants Protest Against Attitude of Board of Commerce

Claim They Are Discrediting the Retailer Without Reason—Urge Other Methods of Considering Situation

REPRESENTATIVES of the Retail Merchants' Association of Canada, who met the Board of Commerce in Ottawa recently, held that there was no profiteering among the retailers; that they were prepared to do all in their power to assist the board in their effort to relieve present conditions and that, in their opinion the lowering of prices arbitrarily would not help, but make matters worse.

E. M. Trowern, Secretary of the Dominion Executive of Retail Merchants, said the retailers no longer wanted to be branded as thieves and scoundrels. It was no good, he insisted, on fooling the public longer about a reduction in the cost of living. Prices would only come down in natural order. The retailers had been trying to get the Board of Commerce to allay that great unrest in the public mind. He held that ninety per cent. of the people did not know what they were talking about when they insisted that prices had been arbitrarily lowered.

Stop the Camouflage

The two chief things affecting the cost of living were supply and demand. The Board of Commerce could not pull down prices; they would have to come down in the natural order. He considered it the duty of the board and also of the merchants to protect the public from camouflage of this kind.

Judge Robson assured the deputation that they would be consulted on any points affecting their business.

Retailers Make Suggestions

Mr. Henry Waters, Treasurer of the Dominion Executive of Retail Merchants, submitted the following suggestions to the board:

(1) That the board should begin its investigations by a consideration of the basic principles of production, manufacture and distribution and by ascertaining the cost of raw materials, and the cost of service involved in the same.

(2) That the board should ascertain the percentage of increase and profit, if any, on the same during the past few weeks.

(3) The increase in wages paid, also in freight, and in all other charges.

(4) The demand for such articles in foreign countries.

(5) What effect the taking of war profits and the increased income tax has had upon the cost of raw materials and manufactured articles.

Find Profits to Jobbers

(6) The increase, if any, of the orders received and profits made by jobbers and wholesalers, and on what lines, if any, these increases exist, bearing in mind the increased cost of production and overhead charges.

(7) What overhead charges are necessary to conduct business properly by the various sections of the retail trade, and offer our services to secure same.

(8) That all forms of contract as to the fixing of prices by manufacturers to the wholesale, retail and buying public, should be submitted by the manufacturers and producers to the board.

(9) That it is our opinion that the methods of investigation by which special articles of a dealer's stock are singled out and exposed as an evidence of unfair profit are unfair to the dealer, and are not conductive to a just estimate of business costs, but that the yearly turnover of every class of merchandise should be the basis of computation of financial returns.

(10) That we will gladly co-operate with the board, and we offer our services without remuneration, and we will give the board any information regarding the retail trade that they may require.

HEAD OF CHAIN STORE RECEIVES PRESENTATION

At a banquet tendered the employees the Williams chain of cash and carry stores, Sarnia, Ont., recently, Stanley Williams, the head of the concern, was presented with a handsome rocking chair, and Mrs. Williams with a bouquet of flowers. Mr. Williams, in thanking the members of the organization, spoke of what the cash and carry system had done for Sarnia.

Change Made in Income War Tax Act

Important Amendment Provides for Penalties for Those Not Making Returns as Required by Law—Time for Giving Information Has Been Extended

AN important amendment to the original act regarding income war tax has been made. It will, in one respect, alter the machinery by which the Act is enforced. Instead of imposing the penalty of a fine collectible in the courts of the land, a departure is made whereby this penalty is collected in the same manner in which taxes are assessed and collected.

The New Clause

The clause reads:

"Every person required to make a return under sub-section one of this section who fails to make a return within the time limited therefor, shall be subject to a penalty of twenty-five per centum of the amount of the tax payable, and every other person who is required to make a return under the provisions of this section who fails to do so within the time limited therefor, will be subject to a penalty of ten dollars for each day during which the default continues, and all such penalties SHALL BE ASSESSED AND COLLECTED FROM THE PERSON LIABLE TO MAKE THE RETURN IN THE SAME MANNER IN WHICH TAXES ARE ASSESSED AND COLLECTED."

Time Is Extended

This clause, of course, refers to the returns to be made for the present year. There is also one other change in the Act with reference to the time when such returns must be filed with the proper officers. This time has now been extended to the thirtieth of April, and all 1919 returns must be forwarded to the proper authorities by that date.

An innovation in taxation like the Income War Tax naturally has required and has received a good deal of leniency in enforcement. Under the provisions of the Act, as originally passed in 1917, no obligation rested on the officers of the Crown, whose duty it became to enforce it, to give any notice whatever to those liable for the tax. It was specifically set out that,

> "Every person liable to taxation under this Act shall, on or before the twenty-eighth day of February of each year, WITHOUT ANY NOTICE OR DEMAND, deliver to the Minister a return.....of his total income during the last preceding calendar year."

Took Precautions

Recognizing that the Act was an innovation in taxation, extra precautions were taken by the Government to see that it would not become necessary, in the working out of the Act, to impose the penalty prescribed, namely, a fine of "one hundred dollars for each day during which the default continues"; and, in the case of false statements, "a penalty not exceeding ten thousand dollars or to six months' imprisonment, or to both fine and imprisonment." Notices have been sent out by the officers of the Crown ever since the Act came into force, not once but two and three times, to persons who, either knowingly or unknowingly, have failed to file the proper information with the Income Tax Commissioner or such other person deputed to receive the information.

Were Not Imposed

While a complete record of fines and convictions under the Act is not available to the public, it will probably be found that the extreme penalty of the law, or anything like the extreme penalty, has never been imposed. Justice has been tempered with mercy, and the exact letter of the law has not been carried out. Ever since the Act came into force, the daily newspapers have contained notices, at the proper time, of the provisions of the Act and the penalty of failing to comply with it. So far, there have been few, if any, cases of conviction due to absolute ignorance of the law, but rather to an unwise determination on the part of the person fined, to refuse to forward the proper information to the officers of the Crown.

New Package Tea on Ontario Market

Selling Agents, With Representatives of the Company, Hold Conference With Travelers of Wholesale Grocers to Explain the Campaign

J. L. TRUMBULL and G. L. Beveridge, of Wm. Braid & Co., Vancouver, B.C., and Reed L. Parker, of Lord & Thomas, advertising agents, Chicago, were in Toronto on Friday of last week in connection with the selling campaign of "Lanka" tea which Wm. Braid & Co. are putting on the Ontario market.

In the afternoon S. H. Moore, of S. H. Moore & Co., agents for Wm. Braid & Co., held a conference in the lunch room of the Board of Trade rooms, at which addresses were given to travellers of the wholesale houses that will be selling Lanka tea.

S. H. Moore presided. In introducing the other speakers, Mr. Moore pointed out that during the war, trade routes were greatly changed, and while before, practically all our tea used to come through London, England, a great deal was now coming direct from the East by way of Vancouver.

Mr. Trumbull explained in detail the reason why Wm. Braid & Co. decided to invade the Ontario market with Lanka tea. It would be sold through wholesale grocers only. He also explained the scope of the advertising campaign being conducted, the price at which it would be sold, and a friendly competition instituted among the salesmen of this jobber.

Mr. Beveridge gave a very instructive talk with lantern slides showing the growth, harvesting, preparation from the leaf and shipping of tea in the Orient. The moving pictures showed exactly how the top leaves were plucked for the finest grades of tea, how they were carried in baskets to the weighing station, the fermentation or curing of the tea, the packing in chests, loading on vessels, etc.

Mr. Parker covered the important points in connection with the new tea and showed the importance of the salesmen of the wholesale grocers co-operating with the advertising in interesting the retail trade to stock and sell Lanka tea. Mr. Parker stated that the success of an advertising campaign of this character could be attributed to 10 per cent. advertising and 90 per cent. aggressive selling and merchandising methods.

Among the wholesale grocers present at the meeting were noticed W. G. Craig, of Warren Bros., Hugh Blain and Percy Eby, Thos. Kinnear, F. Hudson. A. C. Pyke, secretary of the Wholesale Grocers' Association, was also present.

A similar conference was held on Saturday at London, Ont., where there was a large attendance of salesmen of wholesale grocers, and others will be held this week at Hamilton, Ottawa and Kingston.

GALT, ONT., TO HAVE WEEKLY HALF-HOLIDAY EXCEPT IN DECEMBER

By an almost unanimous vote Galt Retail Merchants' Association granted the petition for a weekly half holiday on Wednesday afternoon during 11 months of the year. In the past clerks have enjoyed a half holiday only during the three summer months, but recently an agitation was started to have the holiday continued in all months but December. By the decision of the Merchants' Association stores will close every Wednesday, commencing in January, at 12.30 p.m.

Further Export Orders Received

Canadian Flour Mills Are Assured of Further Business—The Question of Who is Responsible for Purchase of Flour Raised at Ottawa

THE flour mills doing an export business have received further orders from the Canadian Wheat Board. This will assure business for another period. As the mills have grown accustomed to seeing only a few weeks ahead, they are not inclined to quarrel with the system. The present order is for delivery up to December 15, and the price is $10.65 for spring wheat flour in jute bags, delivered at the seaboard.

It is not known as yet what is the exact extent of the order. There is a report that the order was for 500,000 bbls., but the orders placed with some of the larger mills do not suggest this figure. This is the third order received from the Canadian Wheat Board, the previous orders totalling 1,200,000 barrels. It is probable that the third order falls well below the 500,000 barrel figure. The order is spring wheat flour exclusively, as there has been much difficulty of late from smut in winter wheat.

When the question of setting a price on wheat was raised some time ago, the point was made that setting a price practically made the Government a buyer, as in the event of the millers refusing to buy, some Governmental agency would have to step in.

Developments at Ottawa

In the House on November 4 Mr. Archie McCoig raised this very point. He informed the Government that the millers in Western Ontario were refusing to accept the farmers' wheat at Chatham, and he was anxious to know what action the Government proposed to take to help the farmers in disposing of their crops. In view of the fact that the Government had regulated the price and the millers were now refusing to buy, he said he thought the Government should take some action.

Interviewed on the matter, Mr. McCoig said he had brought the question up because there was much discontent regarding it, and it was felt that unless the farmers could readily dispose of their wheat at this time it was going to seriously interfere with the sale of the Victory Bonds.

Sir George Foster states the position thus: He says the millers are entirely their own judges as to the amount of wheat they shall buy or at what time they shall buy it. The duty of the Canadian Wheat Board is confined simply to fixing the prices which shall be paid for the wheat. He points out that the regulations of the Wheat Board and the powers granted to it provide simply for the purchase, delivery of, and payment for wheat. He expressed the opinion that there should be licensed buyers in Chatham prepared to buy and forward wheat, and if not, Mr. Watts, of Toronto, the member of the board of Ontario, could be consulted.

Wheat Board Regulations

The regulations of the Wheat Board on the matter do not seem to be generally known; and as they are of importance to all concerned in the wheat and flour trade, they are given here, as quoted by Sir George Foster to Mr. McCoig. The general rules governing trading in wheat provide that all wheat purchased by any licensee of the board shall on demand be delivered to the board. Every producer selling and delivering wheat to any licensee of the board shall be entitled to receive participation certificates for the number of bushels sold and the cash payments for the wheat sold and delivered.

All wheat purchased by a licensee of the board must be forwarded to a terminal elevator (in the case of Ontario and Quebec, to Montreal). When wheat so purchased arrives in store there the board shall purchase or provide a purchaser for the same, paying the cash according to grade.

Distinct Scarcity Noted in Many Christmas Lines

THE scarcity of Christmas goods is giving some cause for worry among wholesale grocers, who usually at this time, have received the lines that sell best in the festive season. Some imported foodstuffs, that are brought to this country particularly for Christmas business, are very much delayed this year. The dockhands' strike in New York has interfered greatly with the receipt of shipments, and has played a big part in the scarcity. Spanish valencia raisins are not yet available. These of course have been off the market during the war, but it was expected that they would have been here for this year's trade. While they have been very much delayed, it is thought, with the settlement of the strike, they will still be on sale for Christmas. Prices on Spanish raisins, however, are so high as to make them almost prohibitive.

Nuts Are Scarce

Nuts too have not arrived in any quantities, and of course it is chiefly at the Christmas season, that they sell best with the wholesale trade. Quotations on them are very high, and are at record prices as compared with other years. There is not a heavy inquiry for nuts as yet from the retail trade.

All candied peels are very high in price. California peels have been pretty well sold up, even at the high figures that are being asked. Candied citron peel is selling at 60 cents, lemon peel at 46 cents and orange peel at 48 cents. There are no peels arriving for this market from Europe, and there hasn't been since the beginning of the war.

Difficulty Over Raw Sugar at New York

AN interesting phase of the sugar scarcity was brought to the attention of the Canadian Trade Commission recently. For the past two weeks there has been a cargo of 6,000 tons of San Domingo sugar, owned by the St. Lawrence Sugar Refineries Co. and destined for Canadian use, lying at New York and delayed there on account of the stevedores' strike. It is claimed the Canadian owners, through their brokers, attempted to dispose of some of it to American consumers at four and a half cents over the legal price allowed by the United States Government. Thereupon the Federal Food Administrator threatened to seize the shipment.

The St. Lawrence Refining Company's Montreal office got in touch with the Trade Commission here immediately and explained the matter, requesting intervention on the part of the Canadian Government with the Food Administrator. The company explained that the cargo was all free sugar and not subject to interference on the part of the United States officials in any way, and, moreover, although they had offered a small quantity of raw sugar, they had done so after consultation with the United States Sugar Equalization Board. It was the intention of the St. Lawrence people to cover the sale of the sugar offered in New York by the purchase of an equivalent amount of British West Indies sugar.

BEET SUGAR PLANTS COMMENCE OPERATIONS

The beet run is well under way at the plant of the Dominion Sugar Company, Chatham, Ont., and the factory is running to capacity. A large percentage of the beets in the district, however, are still in the ground. The continued wet weather has prevented the farmers from harvesting them, and unless dry weather comes soon, operations at the factory may be interrupted.

The company claim that they are experiencing difficulty in securing an adequate supply of raw sugar. The longshoremen's strike in New York has tied up several tons of the raw material, which is in transit bound for the Chatham factory.

Montreal Court Explains Term F.O.B.

An Interesting Case Concerning What Constitutes Free Delivery on Board—Court Holds That Defendant Has Right of Refusal on Delivery of Goods at Destination.

AN important ruling was made in Montreal last week which is of much interest to the trade. This refers to the commercial expression "f.o.b." and makes a ruling as to the significance of this term.

The seller at his expense under this term "Free on board" means that the seller at his own expense places the goods on the car or vessel which is to carry them from the point specified and that the buyer takes the risk onwards; at the same time the goods must, at destination, be in conformity with the conditions of sale or they may legally be rejected.

The matter developed out of an action of a Montreal and Quebec City firm. Masson Sons, Ltd., of Montreal, sued E. Coulombe, of Quebec, for the sum of $1,460, being the value of a carload of tomatoes shipped to Quebec to the order of the defendant. The shipment is f.o.b. Montreal, and when the tomatoes reached Quebec defendant complained they were not in the condition he stipulated in his orders. He advised the plaintiff by telegram accordingly, but they persisted that he was responsible to them for the price agreed upon. Defendant, knowing that tomatoes would be a complete loss if shipped back to Montreal, sold them at once in Quebec for the best price he could obtain, deducted 5 per cent. of his commission on the sales, and forwarded the balance, $868.07 to plaintiff, who however refused to accept the cheque and sued the defendant for the price agreed upon when the order was given by defendant, namely, $1,460.

Plaintiffs based their claim on the fact that the tomatoes were in good condition when they delivered them "f.o.b. Montreal," and that from this point defendant was liable. On his side the defendant submitted that the "good condition" mentioned in his order referred to the state the tomatoes were to be in at Quebec.

There was no delay in transportation, and the main question for adjudication turned on what interpretation was to be given, in the circumstances, to the expression, "f.o.b. Montreal."

The Court's Ruling

Mr. Justice Panneton said there was a divergence of opinion on the meaning to be given to the commercial expression, "f.o.b." In England, the weight of jurisprudence was to the effect that the object sold was at the risk of the purchaser from the moment it reached the point of delivery "free on board." A decision was reported, however, which gave to these letters a limited sense—that was to say, the vendor put the merchandise sold at the place indicated "free of all such costs as cartage, wharfage," etc., and it was the latter sense that had been adopted by the jurisprudence of the courts in the United States. In the case of the Dominion Lumber Company vs. Auger, confirmed by the Court of Appeal, the following definition was given to the letters, f.o.b.; "They mean that the seller, at his own expense, shall place the goods on the car or vessel which is to carry them on account of the buyer, at whose risk they are from that time."

"It is necessary," said Judge Panneton, "to distinguish delivery from acceptation of the thing sold. The carrier is the agent of the purchaser, but his mandate is limited to the transportation of the goods. The question to decide is whether it was the thing sold which was delivered at Montreal. According to the proof, the tomatoes were to be of first quality (No. 1), and in good condition. They were neither the one nor the other. If, in the case of the sale of goods by correspondence, as in this instance (the order was given over the telephone), the rule was adopted that inspection had to be made at the place of delivery when that place was not the destination, it would be necessary that the buyer, who resides in another city or country, should have an agent to make an inspection of the merchandise at the place where the goods were placed on the car or vessel. This would be impracticable.

Understanding Not Vague

"When a merchant in Montreal sells goods to a merchant in Quebec he knows and understands very well that the buyer can only know the condition of the goods when they have reached their destination. If the vendor has correctly delivered the thing sold, the buyer becomes the proprietor immediately. If he delivers something else—for instance if he has sold goods of first quality and delivers goods of second quality, there is no delivery of the things sold. The buyer can refuse them only when they arrive at their destination.

In this case the court concluded that the attitude of the defendant was correct, and that, although the tomatoes were sold f.o.b. Montreal, the defendant could not refuse them until they reached Quebec, and that his refusal was proper under the contract, inasmuch as the tomatoes were not in the good condition that the contract specified. For this reason the judgment of first instance was reversed, and it was held that the defendant's offier of $868.07 was sufficient in the circumstance.

There was a silght variation of the order as to costs, part of which were against defendant because he did not pay into court the amount he admitted he had in hand in payment for the tomatoes.

SWEDEN SEEKS CANADIAN TRADE

Erik Lylander, M. P., of Stockholm, managing director of the General Export Association of Sweden, was in Montreal early this week. Mr. Lylander is here in the interest of trade expansion as between Canada and his own country, and he represents an association composed of 1,400 members. In addition to the authority he carries from this body, the Swedish Government is also interested in the proposition which he carries with him. He pointed out that is was desirous that a direct trade connection with Canada be effected. His country, as he stated, being one of the greatest industrial countries in the world. In the three Scandinavian countries, Norway, Denmark and Sweden were in a favorable position to consider trade with this country. He believed that a closer trade relationship could be established than that which had obtained in the past, under which arrangement the merchants in this country had been convinced to have an agent in the European centres.

Fourteen Distinct Groups

In speaking of the lines of manufactured products which Sweden had to offer, Mr. Lylander stated that there were fourteen main groups of industries in which Sweden was contributing to the world's markets. Among these are manufactured iron and steel goods,, household furniture, building materials, agricultural and dairy machinery and utensils, shoes and implements of all kinds, electrical machines and apparatus, transport apparatus, wood pulp and paper and wood goods, chemical and chemical technical products.

To promote trade conditions between the two countries the speaker went on to say that Canada's offerings, which would be acceptable in Sweden, were such as the following: wheat, coal, canned goods, and other products which were more natural to this country.

Mr. Lylander thought that when conditions were better, Sweden would be in a good position to help Canada in th cultivation of trade through its free ports, Stockholm, Gothemburg, Malmoe. All of these three ports have deep water plans adjusted, so that they will be able to take draught steamers. The ports mentioned are being maintained by the city in question on their own financing, through the direct steampship lines which Sweden has with other countries. There was no question that relations as between the two countries should develop very materially.

In outlining what his country had to offer, Mr. Lylander displayed a very well-arranged catalogue, which was printed in English and showing the various groups of manufactures which Sweden is contributing to the world's markets.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - Vice-President.
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A DILIGENT scribe in a recent edition of the Winnipeg *Tribune,* in the course of an interesting little story on fruit that bristled with mistakes like a porcupine with quills, among other things, stated that "More grapefruit is now sold than oranges." We are not very well versed in the figures, but we are confident enough to venture a little statement that for every one who knows the look of grapefruit, there are a hundred that nibble an orange more or less regularly.

PROTECTING THE MARKETS

ANY danger that may have existed in regard to Germany trying to use Canadian or other British colonies as a dumping ground for German goods, has been removed by the appointment of a president of the British Chamber of Commerce in Germany. His duties will give him complete control of the license department. It is announced that all goods leaving Germany for British ports without license will be confiscated. It would be difficult to imagine a more complete protection of British markets from the Hun.

THE SIXTH WAR LOAN

CANADA'S sixth war loan and third Victory Loan is being subscribed to at a rate that is bringing joy to those in charge of the campaign, and is putting the returns to date far ahead of those of previous years. The success of this loan speaks volumes for the soundness of the Dominion and the prosperity of the people. It shows as nothing else could, that although they have been carying for five years the burdens of a great war, they are still ready and willing to stand shoulder to shoulder and solve the problems of the after the war period. A feature of the present campaign is the number of requests from outsiders for subscription. This shows that the eyes of the world are not only on Canadian affairs, but that the future of the Dominion is viewed favorably. This is significant and its bearing on later development projects that may be undertaken is important. If Canada wants money to "carry on" at any time, it looks as though her chances are good for securing it.

REGARDING THE MATTER OF "TALK"

IN a recent number of the *Modern Merchant and Grocery World,* of Philadelphia, the editor, Elton J. Buckley, brackets the labor conference at Washington and a recent meeting of wholesalers and retailers in Toronto as "Nothing but talk." After outlining the subjects discussed at the Toronto gathering, he continues:

"I wasn't present at the Conference, but I know everything that went on there. Nothing went on but talk. Everybody had something to say on these subjects, and he said it. What else could be done? The only way to make a conference of opposing interests worth anything, is to send delegates representing a majority of the field, with authority to make agreements, and then let them make one which will bind somebody. The Washington labor conference, and the Canada Grocers' Conference, and all other similar conferences, are simply talk. Lord deliver us from any more talk!"

The worthy editor of the *Modern Merchant and Grocery World* has let his well-known inclination toward getting on the other side of any question, make him say something that when he stops to consider he will realize is far from sound. The great advances of the world have not been developed by accredited representatives, but largely by the creation of an intense public opinion, that was developed by what Mr. Buckley describes as merely talk. Lincoln did not free the slaves till he had talked about it a round dozen of years, and he could not well have done it then had not a million or so of other talkers paved the way.

Mr. Buckley, to the contrary, we contend that the meeting of members of the wholesale and retail trade to discuss their problems, quite apart from the question of whether any definite action results or not, is a step in the right direction. It means a clearer understanding of the other's case, an understanding that means a measurable decrease in little causes of friction, that without this understanding are often inclined to assume undue importance.

Editorials You Should Read

NOT OMNISCIENT

ONE reason why Chicago is suffering so acutely from a sugar shortage is the talk of an uninformed government official, who declared that sugar should not retail for more than 11 cents a pound. During this agitation much sugar came into Chicago. It was not touched by wholesalers, who knew it could not be bought to retail for that price. As a result it was sold to manufacturers and not to the public. Of course the public does not know this. It should be made a matter of record, just the same."—*The Modern Merchant*, Chicago.

HERE'S ONE VIEWPOINT

"THE Board of Commerce has got so loaded up with material that it has suspended investigating operations till it has digested the fruit of its labors. It isn't indigestion the board has got; it's anemia."—The *Phoenix*, Saskatoon, Sask.

CONCERNING THE CONSUMER ASSOCIATION, WINDSOR

THE following letter came to hand a day or so ago enclosing a price list of the Consumers' Association of Windsor, Ont., used by this enterprising association to get business. On various occasions in the past year or so, we have published this list and explained the methods. It is the old and simple practice of robbing Peter to pay Paul, in other words making an excess profit on practically worthless tea to cover the loss on sugar. Here then is the letter:

"I am sending you a price list enclosed of the Consumers' Association of Windsor, and would like you to publish same in your paper and explain if you can, how they can sell sugar at $8.50, when we are paying $11.70 for it, and soaps are costing us 8½c a bar and they are quoting them at 5 bars for 25c. Standard peas are worth $2.02½c a dozen to-day, and they are selling Early June at 3 cans for 25c. It is the same way all down their list, and I think the Retail Merchants' Association of Ontario should look into this, or if they are defrauding the public, to take such steps and stop it, because I think it causes more unrest among the public, and when they see a list as this one, the public must feel that the retail merchant is robbing them.

"I have about 50 customers in the section where this list was distributed and it will be safe to say that over half of them are going to join this Association, and that means a good many dollars lost to not only my self but other merchants who have customers in that district. Hoping you will give space in your paper for this list and to ask the manufacturers and wholesalers how this firm can quote such prices."

Every now and then we receive such letters from different parts of the country, where an epidemic of Consumer Association propaganda has broken out. For almost two years past we have been discussing this question almost monthly, and prior to that had time and again outlined this firm's method of selling.

"How can this firm sell sugar at $8.50 when we are paying $11.70 for it?"

By the simple method of losing $3.20 on every hundreds pounds of sugar sold. The Consumers' Association pays for the sugar it sells the regular wholesale rate on a Windsor, Ont. basis. Where it sells less than that, it sells at a definite loss that it makes up on other lines, for remember, "three cans of solid pack tomatoes" and "high-grade tea" and "finest fruit" prunes mean precisely nothing. There is nothing to prevent anyone calling any trashy tea "high-grade," and remember, that the well-known named articles are just pullers for other unknown lines. It is a game that is as old as Adam, yet there seems to be a perennial crop of ready victims. Yet even at that the Consumers' Association gets no firm hold on the community. It is constantly changing its field of action, and does not show any indication of a growing prosperity. It is not so much a danger to the merchant as the merchant imagines, because it does not do the sort of business that sells the customer for good. Probably the best argument against the company is to let the customer purchase; that seems usually to be a sure cure.

The operations of the Consumers' Association as we have stated time and again are within the law, just as the "bearded lady," and the wild man of Borneo" are within the law, they are an appeal to the gullibility of the public. The only difference is that the public has grown more sophisticated of late, and is somewhat prone to look askance at the bearded lady's claim to fame, whereas, in the case of the Consumers' Association, they have the pristine innocence of the first purchaser of the gold brick. Probably no definite action has been taken against the business in question, because it has done nothing legally wrong; that it has not maintained a high standard of business dealing is a thing to be regretted, but a thing that only public opinion can correct. The merchant can do much to encourage a change in this line by letting the public know the methods of this organization. That much he owes to himself.

Makes Over 44 Per Cent. in Year

Beginning With $2,200, Now Has $7,100—Looks Good to Me

By HENRY JOHNSON, Jr.

THE following story is meagre of details, but the final facts are all there to substantiate my contention that there are plenty of chances in the retail business to-day:

Middlemiss, Ont.

Dear Sir:

Enclosed find statement of my present standing. Have been here five years, April 1. Have I made money? Our expenses were light. Had a clerk perhaps a year in that time, family assisted in store. In the five years our bad accounts would be perhaps $75 on a line which averages $1,000 to $1,100.

April 1, 1914, bought stock of $2,900 for approximately 75c on the dollar, paying $2,200 for it, which was all the capital we had. In March, 1917, I bought out my competitor's stock and fixtures for $3,400 and his store building for $1,000. Stock was taken at 90c on the dollar, all bought before the rise. Here is how we stood on February 1st, 1919:

Stock on Hand .. ..$	7,200.00
Shop Furniture	389.00
House and lot bought and paid for, 1916	1,200.00
Store Building	1,000.00
Horse, cow, Buggy, Etc.	225.00
Total Assets .. ..$	10,014.00
Less Liabilities	2,900.00
Net Assets .. ..$	7,114.00

As stated, the only capital put into the venture was the original $2,200; our wholesale friends helped us purchase the competing store and stock. Please say if this standing is any good. Our present stock is good and cheap. Have bought very little at present prices, only what we needed of dry goods, shoes and groceries.

Opportunity Always Knocks

I hold that opportunity always knocks, sometimes even pounding in the door. So long as there are earnest men bent on making their way upward in the world she will be there with the chance for them. That, as I see it, is the chief lesson to be gained from the little statement now sent me.

But during the last five years, opportunity has favored new ventures in an unusual way; as witness the purchase of the second stock at 90c, notwithstanding enhanced market values. So, while my friend has made a quite unusual showing, the time is now come for him to get down to brass tacks analysis of his affairs. If he does not, the chances are that the period of closer competition which undoubtedly lies ahead of us may be not only trying but even disastrous

HENRY JOHNSON, Jr.

to him. He is well intrenched now, but how much of it is "unearned increment" is not shown. It would have been better had he occupied some of the last five years in learning just how to appraise his own progress more accurately.

What Are the Facts?

The records now show that this man has multiplied his original capital more than three times. He has now 223 2-3 per cent. increase on his original sum. That shows net accumulations of over 44⅔ per cent. a year, which is fully half again as much as would satisfy the most exacting demands of efficiency. But how was it done? The answer given is very meagre:

"Our expenses were light. Had a clerk perhaps a year in that time. Family assisted in the store!"

Until he gets down to the point of knowing just what business he has done and exactly what it has cost him to do it, things are not in good order with him. I think it fair to say that more businesses are in a bad way to-day, in small localities that is, because the "familiy" has "assisted in the store," than for any other one reason. Why? Because that is an actual source of expense which is disregarded.

Know Where You Are At

So while it is plain enough, and mighty fortunate, too, that this man now is vastly to the good, he still owes to-day 29 per cent. of his entire resources. While his credit losses seem to have been small, still, there is an air of uncertainty about his statement even here—and you want to know! My urgent suggestion is, therefore, that buying continue to be held down to the last absolutely necessary item, that debts be paid off, and that he get knowledge of just what his legitimate expenses are. His jobber friends undoubtedly would help him work out a simple system to include every cent of expense, his own salary, rent of his store, what his family help is worth and all that.

Opportunity has knocked and been admitted. She has treated you very well. See now that you give her a square deal in return.

A Difficult Question

A grocer writes me thus: We would be pleased to have you answer the following questions:

1.—What was the average gross profit in a straight grocery store for 1918?

2.—Same for expense?

My information plus what I conclude from observation and experience is that the possible average margin in a high-grade, full service store, is around 21 to 22 per cent.; not counting in the exclusive, really very fancy city stores which cater to the wealthy alone. From that figure it ranges downward until we hit 12 to 14 per cent. in the limited service and self-serve stores, with a few notable examples where the margin is even narrower.

Expenses range from 18 to 19 per cent. down to 8 to 10 per cent., considering the same general classifications and divisions.

Is that the information wanted?

Helpful Little Plans

A large merchant has an extensive cake and cracker department, with divided shelves for 218 cans. Naturally, he wishes to keep the stock turning rapidly, to buy just enough of each variety and to ascertain which are the most puplar and staple kinds. Se he devised a sheet, cross-ruled, along the top margin of which are written the names of all kinds carried, each being assigned a column. On the left margin is room for 31 days, a line to a day. That sheet is kept with the stock on the galley.

Now, when Mary goes up on May 3 to get a fresh tin of Bonny Doones, she marks a straight count stroke in the Bonny Doone column opposite the third of the month. If she goes again for the same goods, she puts another stroke. Thus not only can the orders be gauged accurately, but whether any of the lines is lagging beyond the safety time, can be told at a glance, and steps taken either to speed sales or drop the number.

A Sales Safety Device

In the rush of serving meats at a busy counter, it is not hard for a dishonest buyer to cheat the seller. A slip is rapidly scratched off calling for $1.42. The customer's business is to take that to the cashier, pay it, get his return stub stamped Paid, take that back to the counter and receive his package. But in a crowd it is not hard for him to lean against a showcase or box while he carefully erases the dollar mark and

Continued on Page 48

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Harper R. Gray, manager Gunn, Langlois and Co., Ltee., Montreal, was in Toronto this week.

The members of the Canadian Fisheries' Association held a banquet at the Windsor Hotel, Montreal, on Tuesday night of this week to celebrate Armistice and National Fish Day.

A. R. Gilligan, of New York, where he was for the past twenty-five years connected with the Murai Trading Co. (formerly Furuya and Nishimura), died at his home last week.

Robert Bennet, for fifty-one years an employee of the Canada Sugar Refineries, Ltd., Montreal, died on Saturday of last week after a prolonged illness. Mr. Bennet leaves to mourn his loss a wife, two sons, and one daughter.

The National Fish Day idea has taken a real hold on the Montreal grocery and fish trade. Many excellent window displays have been made, and CANADIAN GROCER hopes to be able to reproduce some of the winning displays in a near future issue.

O. C. Bissell, sales manager of the Atlantic Sugar Refineries, Ltd., Montreal, returned from a trip to the Maritimes last week. Mr. Bissell states that conditions there are very flourishing and that this condition is reflected in the splendid response that is being made to the present Victory Loan. Business conditions are good.

The Montreal West Milling Company, Ltd., has recently been incorporated. The new company's chief place of business will be in Montreal and its capitalization is $150,000. The incorporators are Domina Potvin, of Laprairie, Quebec, merchant; Zephir Bastien, of Ste. Anne des Plaines, Quebec, traveller; Wilfrid Ernest Mahon, Montreal, merchant; Georges Albert Dube, of Angeline, Quebec, merchant; and Egbert Gervase Mahon, of Howick Station, Quebec, merchant.

Ontario

Mrs. F. Pye, grocer, Toronto, has sold to Sylvestre Cushere.

J. H. Pearson, grocer, Toronto, has sold to J. R. Richardson.

L. R. Putnam has opened a grocery at 730 Lansdowne Ave., Toronto.

J. J. Moser has opened a grocery and feed store in Hamilton St., Goderich.

Drewery & Buker, 827 Lansdowne Ave., Toronto, have succeeded F. R. Kilgour.

D. Sullivan has gone into the grocery business at 1738 St. Clair Ave. W., Toronto.

Louis Laforet, general merchant, Belle River, has sold to E. Wilkinson.

J. P. Carter has purchased the business formerly owned by C. McCarthy, 450 Roxton Road, Toronto.

The Superior Macaroni Co. are erecting a factory at the corner of Elm St. and Centre Ave., Toronto, for the manufacture of macaroni, etc.

Robert T. Gray, one of the best known insurance men of Madoc, Ont., died recently. He was born in Belleville 85 years ago. In 1866 he took part in the Eldorado gold rush, later he entered into the general grocery business. He was license commissioner for several years.

The butchers and grocers of St. Thomas have decided to close their places of business on Wednesday afternoon all the year round, omitting the two weeks prior to Christmas and weeks in which legal holidays occur.

John T. Duggan, traveller for the William Rennie Company, Toronto, for a member of years, died here on Saturday, after a lingering illness. He had a wide acquaintance amongst the merchants and travelling salesmen of Canada.

W. A. Ellsworth, senior member of Ellsworth & Son, grocers, Ridgetown, Ont., passed away in his 65th year. He had suffered from asthma for years, but was about as well as usual until very recently, when he took suddenly worse and passed away shortly after.

P. L. M. Egan, of Talbot street, St. Thomas, grocer, had a narrow escape from serious injury Friday evening, when a bicycle he was riding was struck by an auto truck, the front wheels of the car passing over Mr. Egan's right leg and inflicting several severe bruises. Fortunately, the truck driver had the presence of mind to throw on the brakes immediately and the wheel was struck, thus prevented the rear wheels passing over Mr. Egan's body. Mr. Egan's limb is still badly swollen, causing him considerable pain in walking.

NEW STORE FOR BRAMPTON, ONT.

Under the name of G. Anderson's Sons, the three sons of the late G. R. Anderson, all recently returned from service with the C.E.F. overseas, on September last opened a new grocery and dry goods departmental store in Brampton at the location formerly occupied by their late father for over fifteen years at a period terminating some years ago. Their immediate predecessor was the late T. H. Shields. The three brothers are: A. G., N. J., and T. R. Anderson, all of whom have lived in Brampton practically all their lives.

Brampton Fall Fair day was the opportune date which the Anderson brothers chose to open their establishment, and at the same time renew a large number of old acquaintances. Decorations of autumn leaves, potted plants, combined with the new and attractive interior decorations throughout, made a pleasing appearance for the new store on opening day. The freshness of the stock and the well-chosen lines displayed made a splendid impression on Bramptonians as evidenced by the great success they have had in their first month of business, which, by the way, has exceeded all their expectations.

The lines handled by this store are staple dry goods, millinery, boys' clothing, men's and boys' furnishings, house furnishings and draperies, with groceries occupying a large part of the floor space on the ground floor.

As stated above, business for the first month has been exceedingly gratifying. Their friends have all expressed themselves as highly pleased with their policies and their lines of merchandise. They are of course very hopeful about the Christmas trade this year.

In the matter of advertising, they have adopted the plan of advertising specials for Friday and Saturday, and displaying the advertised goods in their windows—always linking the two up. This they have found very successful so far.

Modern bin fixtures are used in the grocery department throughout and give a splendid appearance to the department. Each department has its own manager.

GUELPH, ONT., PIONEER PASSES

William Frederick Barber, one of the oldest and most highly respected residents of Guelph, Ont., passed away recently at his residence, 47 Glasgow St., in his 72nd year.

The late W. F. Barber had lived in Guelph and district all his life.

He was the son of the late Samuel Barber, one of the pioneer farmers of the township, his birthplace being on the old homestead on the Waterloo Road. In early life and for a number of years, Mr. Barber was in the dressed hog business. At that time drovers brought the hogs to Guelph from as far north as Durham and Mount Forest. Mr. Barber conducted stores on Norfolk and Huskisson streets, and later entered the grocery business with a store at the corner of Glasgow and Durham streets

OSHAWA, ONT., ALSO TO CONTINUE HALF HOLIDAY

At the meeting of the Retail Grocers' Association, Oshawa, Ont., recently, a petition signed by nearly all grocery clerks and drivers in town was presented, requesting that the Wednesday afternoon half-holiday be continued, with the exception of the month of December and when Wednesday preceded a holiday. The petition ws given full consideration and was granted.

THREE LOBLAW STORES, TORONTO, ROBBED DURING PAST WEEK

The Loblaw store at 419 Yonge Street was broken open early on Sunday morning last, and four hundred and fifty dollars in cash and a certified cheque for $30 was taken. Entrance was made to the store by the thieves climbing up on the roof at the rear and cutting out the window of the skylight and dropping down into the store. They opened the cash register and found the cheque and after ransacking the shop located the day's cash receipts. They also filled a large bag with groceries and unlocking the catch on the front door walked out on Yonge street, and as yet have not been located by the police.

This is the third store of his that has been entered by burglars during the past week. Early last week the branch store at 1221 West Bloor street was entered by way of the breaking of a window and the day's receipts stolen. A few days later the branch at 987 Dovercourt road was entered in a similar manner and money stolen. ,

COMMERCIAL TRAVELLERS' ASSOCIATION OF CANADA NOMINATE REPRESENTATIVE

The general meeting of the Commercial Travellers' Association of Canada was held in St. George's Hall, Toronto, on Saturday last. C. J. Tuthill, president, was in the chair, and in his opening remarks congratulated the members on the continued prosperity of the association, the year closing having been, he said, the most prosperous in its history, notwithstanding that the association had contributed over $75,000 during the five years of war to the various funds called for by the Government and had also invested $400,000 on Victory bonds, making the assets of the permanent reserve over one and a half million dollars invested in gilt-edged securities.

The following nominations were made for the Board of Management for the incoming year:

Toronto Board—C. J. Tuthill, president; Walter Moore, first vice-president; J. H. Dodgson, second vice-president, and E. Fielding, treasurer.

Directors for Toronto Board—C. A. E. Colwell, Jas. G. Cane, John Cormack, John W. Charles, John Curtis, F. W. S. Davis, John Everett, R. G. Hector, M. Matthews, B. E. Miller, C. E. Prime, J. Angus Taylor, Geo. L. Willmot, Geo. G. York and F. J. Zammers.

For the Hamilton Board the following nominations were received of which nine are to be elected: C. C. Snyo, first vice-president, and Geo. A. Matheson, second vice-president, directors for Hamilton Board—E. J. Fenwick, David Fraser, R. T. Hunter, M. P. Malone, D. C. McKeen, C. P. Reeson, John Stoneman, P. A. Sommerville and H. G. Wright.

The following boards were all elected by acclamation: Kitchener Board, W. J. Moody and F. S. Urstadt; Kingston Board, W. H. Graham and J. C. Sneyd-ton; Guelph Board, Adam Taylor, vice-president and T. H. Gommell, director; Brantford Board, J. H. Hamilton, D. J. Waterous; Montreal Board, W. Williamson; Winnipeg Board, A. C. Merrett, vice-president, and A. E. Rowland, director; Vancouver Board, F. W. Sterling, Robt. Stewart; Ottawa Board, J. H. Laurie; Brockville Board, F. L. De Wolfe; Peterboro' Board, W. J. Hopwood.

The scrutineers of the ballot are H. C. Clearihue, John H. Kenney and Walter Madill.

The result of the ballot will be declared at the annual meeting in St. George's Hall, Saturday, December 27th.

CRAIG & CO. TAKE OVER WARREN BROS.' BUSINESS

The old established wholesale grocery house of Warren Bros., Queen St. W., Toronto, is now in control of W. G. Craig & Co., Ltd., of Kingston, Ont., and J. A. W. Craig is the Toronto manager. The change in management has been effected after several weeks of negotiations. The controlling interest in the Toronto house passes to the Craig Co. Warren Bros. & Co., Ltd., have been established for about sixty years, and do a large business through Western and Northern Ontario. The two houses, that is, here and Kingston, will have a staff of twenty traveling salesmen, and will cover all the principal points of the province.

The business carried on by W. G. Craig & Co., Limited, is probably the oldest in Kingston to-day. It was established in the year 1832 by the late John Carruthers, and has been in continuous existence since that date. The president of the concern, W. G. Craig, joined the firm of John Carruthers & Co. in 1859, and for sixty years has been, and is daily, actively engaged in the affairs of the business.

AIMED TO AID PRODUCTION

The Victoria Paper and Twine Company of Toronto and Montreal have recently sent out to the trade a little card with the following important message:

PRODUCTION

It is seemingly useless to agitate for lower prices until the world's starved condition is remedied and the productive capacity of the world catches up with the needs of the consumer. This can never be as long as the present labor unrest exists and the only satisfactory solution of the problem appears to lie in industrial peace and increased production.

We urge our customers and friends to eliminate all possible wasteful methods, purchasing only such goods as will take care of their present needs and those of the immediate future. By all assisting in this, more rapid recovery to a sensible level of trade conditions can be made and the present, spasmodic, chaotic and disproportionate conditions will give way to a conservative and sound basis of doing business.

GROCERS ADOPT CASH SYSTEM

George H. Nairn and Company, Windsor, Ont., have adopted the cash system, the change taking place on November 1. The store will deliver goods providing that the orders are of reasonable size, but a strictly cash business will be followed. Mr. Nairn expects that the change will cost him a few customers at first, but is confident that in the long run he will be able to sell cheaper and make more money.

J. H. Littlegrove, Amherstburg, placed his store on a cash and carry basis on October 25. He also is confident that the change will among other advantages permit of lower prices.

A Serve Self System

E. F. Mason's, Peterboro', is devoting one side of his store to a self serve system. Each class of goods is in a separate section with the name above, and every article is priced in plain figures. Customers may help themselves, or can be assisted by the clerk. The goods are taken to the end of the same side where they are wrapped and settled for. The aim of this co-operative system is to provide supplies to consumers at a low cost by eliminating the accounting and delivery expense.

Only Packaged and Bottled Lines

The A. A. Fournier Company, Ltd., Bank Street, Ottawa, has added a grocery "cafeteria" to its numerous other departments. Greater values and lower prices are the motto of the firm. They advertise that they believe a very large number of their patrons will welcome this new departure which for the present, at least, will only include package goods or canned and bottled lines.

BIG HAWAII COFFEE YIELD

Hawaii will have the biggest coffee crop this year that it has ever gathered. And the price is double that of a year ago. For several years the price has been so low that cost of production ate up profits. This year the growers are due for a clean-up.

New Goods

The California Prune and Apricot Growers' Association is now putting up Sunsweet prunes and apricots in a new carton package. The prunes are being packed in five pound cartons. In size they are 60-70s, and are wrapped in wax paper. These are packed with the intent of selling them to the consumer at $1.50 per package. The apricots are in 11 ounce cartons, and are put up in only the one size cartons, and the apricots packed, comprise only the extra fancy. These will sell to the trade around $4.50 per dozen packages. These new lines should be on the market before the end of the month. Shipments have left California.

NEWS FROM WESTERN CANADA

Western

Oscar Pate, grocer, Edmonton, Alta., has sold out.

The West End Grocery, Edmonton, has been succeeded by Cush & Poders.

McClure & Stewart, grocers, Edmonton, Alta., have suffered loss by fire.

Gordon & Miles, Notre Dame and Langside St., Winnipeg, have sold to M. Mulison & Co.

N. Rylatt, Kildonan, Manitoba, has disposed of his business to the Kildonan Veterans Co-operative Society.

The partnership of Walter J. Green and Alfred H. Lineker in the Vimy Ridge Groceries has been dissolved, Alfred H. Lineker continuing.

F. Brown, Notre Dame Ave., Winnipeg, has opened another meat market on the corner of St. Johns Ave. and Salter St., Winnipeg.

Pratt & Meanwell have opened a new grocery and meat market on the corner of Furby St. and Portage Ave., Winnipeg, Manitoba.

F. E. Carroll, Ellice Ave. and Spence St., Winnipeg, Manitoba, has sold to Samuel McBride. Mr. McBride is also operating a grocery and provision store on the corner of Arlington St. and Notre Dame Ave., Winnipeg, Man.

Gillan & Edgett, Port Haney, B.C., are planning to erect a fruit cannery on the site of their present warehouse, close to the C.P.R. track. The firm will also establish a box factory and expect to manufacture 40,000 crates this winter.

Oppenheimer Bros. & Richardson, wholesale grocery brokers, with head offices in Winnipeg, have been successful in securing control for Western Canada, from Port Arthur to Victoria, of the prepared floor wax, freeze proof, etc., manufactured by S. C. Johnson & Co., Chicago; also Waukesha Jiffy Jell and the full line of the King Food Products Co. of Portland, Oregon, manufacturers of dehydrated fruits and vegetables.

F. Manley, Empress Block, Winnipeg, has secured the account of Plaistowe & Co., Ltd., King's Cross, London, Eng., for their lines of "Fulcreem" Custard Powder, Blancmange Yorkshire Pudding Powder, etc., for Central Canada.

FROST SERIOUSLY AFFECTS MANITOBA POTATOES

According to recent reports, Manitoba has sustained a loss of about 1,000,000 bushels of potatoes, frozen in the ground, if the report is not greatly exaggerated, and represents a loss of from 30 to 40 per cent of the entire crop. If this is the case, there will be a serious shortage in the Province this winter, and there will certainly be no margin for outside shipment.

Gossip From the B. C. Coast

Cy Young (Sgt.-Major), having returned to W. H. Malkin & Co., Vancouver, has taken over the Kootenay field vacated by J. D. Caverhill, who goes to Portland, Ore., to engage in the brokerage business.

Mr. and Mrs. J. A. Wattie, manufacturers of MacIntosh Marmalade, are back in Vancouver after a most enjoyable month's cruise among the islands up the B.C. coast.

The W. H. Malkin Co., Ltd., Vancouver, will erect a one-storey brick warehouse with 132 foot frontage in Nanaimo. This to take care of their growing business in the north end of Vancouver Island.

Under the auspices of the "Old Guard" the employees of W. H. Malkin & Co., Vancouver, had a festive evening at the Laurel Tennis Club. This is the first of a series of dances to be staged by the Malkin employees; the next is scheduled for the last week in November.

H. O. Kirkham has added a 14th store to his chain in Vancouver and Victoria, taking over the grocery section of what was Whitaker's market on Hastings Street. This store will differ from the groceterias in that there will not be the self serve feature. The business will, however, be a cash proposition, with no delivery.

The company has acquired another strip of Water Street frontage adjoining their premises at Vancouver. This additional 66 feet makes their total Water Street frontage 231 feet; the depth is 132 feet. While not making any announcement re building at present, Mr. Malkin stated that the space will shortly be needed, and the opportunity came to secure the ground.

Fugita & Co., Japanese merchants and rice millers, are fitting up for immediate occupancy new offices and warehouse at 7 Alexander Street.

F. R. Stewart & Co., wholesale fruit, have welcomed back to their service, four overseas men who left their employ at the outbreak of war: Herbert (Mike) Moore, Thos. Whitely, Fred Neal, and Wm. Dye, the creamery man.

A. Magnano & Co., Ltd., Vancouver, expect two cars of Italian olive oil to arrive about Dec. 1. It is stated that this will be the first Italian oil to arrive on this market during the last four years.

R. G. Bedlington, of R. G. Bedlington & Co. Ltd., Vancouver, state that the first shipment of cocoa which their principals, the Van Houten Co., have been able to make for three years has arrived and will be opened up, it is expected, in December. This company also states that French cream of tartar, which it has also been impossible to obtain, made its initial appearance this week. R. G. Bedlington leaves this week for California, where he will holiday for a month.

The Western Grocers, Ltd., have acquired recently two flourishing interior jobibng houses, The Nelson Jobbers, Ltd., Nelson, B.C., and the Cranbrook Jobbers, Cranbrook. Mr. Stevenson will continue to be associated with the business. Mr. Caudwell, from the Western Grocers, Moose Jaw branch, came to B.C. to take charge of the Nelson business.

Mr. H. G. White, manager of H. G. White & Co., and Consul for Peru, returned recently after a ninety-day trip round the world. With transportation in its present condition this speed almost is as much of an achievement as in the days of Jules Verne. Mr. White confirms the opinion of other merchants who have visited the Orient recently, in that China offers splendid opportunities for trade, and Japan offers few, a strong spirit of Japan for the Japs being in evidence there. With two steamship lines from Vancouver serving the Strait Settlements, Mr. White also found this a good market for the Canadian exporter. Both the C.P.R. and the Robert Dollar line have a service from Vancouver to Singapore.

SUGAR AT ANY PRICE BETTER THAN NONE

I noted with interest your article: "What They Will Do With the Prices." I was especially interested in the sugar question. The whole fruit season has passed and we never got sugar. Better sugar at high prices than no sugar at all. In Edmonton we have only been allowed sugar in two or four-pound lots at 15c a pound since the first of July. The hospitals even in September have not had enough for the patients' tea. Has this been a hold-up to force us to buy canned fruit this winter?

—Mrs. E. M. Sterne, Edmonton.

RAISIN CROP IS SAFE

Fresno, California, advices state that with the finest drying season that the raisin industry of the San Joaquin Valley has ever known, between 25 and 30 per cent of the crop has already been delivered at the associated raisin plants. The crop is now beyond any danger of loss from weather conditions, it is stated.

The Sugar Situation From a B.C. Angle

Conditions That Have Made for Scarcity—Ample Supplies in Sight for Early Part of Year, Says B.C. Refinery. After That it is Anyone's Guess

Based on interview with D. Rogers. First announcement by B.C. Refinery since shortage.

DURING the sugar shortage there have been all kinds of reports as usual, as to the cause; suggestion that the shortage was not actual—and demands that the Government should do something drastic. These things are always a by-product of any acute shortage. Those doing their best to cope with conditions beyond their control have studiously avoided any further publicity, realizing that the very fact of a sugar shortage being advertised, made the situation more acute.

The real causes for the shortage are so logical and matter-of-fact that a street orator would be disgusted with them. There was no sugar exported from Vancouver—though no doubt sugar could have been exported from here as well as the Atlantic seaboard. All the sugar available was thrown into the usual channels for supplying Western Canada.

Shortage of Raw Supply

There are several sources of raw sugar supply. Among these are Cuba, Java, Fiji and Peru. The ports from which most of the raw product usually is shipped to the Pacific Coast refineries, are Java and Peru; for while small quantities are shipped from Fiji at times, the supply is unstable, at times there is no surplus to export. During the last few months the situation has been this. The British-Indian crop has suffered a very severe drought; so serious that the production of sugars this year fell one million tons below the normal.

Then the Indian demand on the Java market forced prices there up to prohibitive levels—prices ranged that would mean that raw sugar laid down duty paid in Vancouver would cost more than the normal retail price of refined. Thus Java, possibly our largest source of supply, is out of the question.

What about Cuba? Well, quite early in the game, the Sugar Equalization Board of the U. S. and the British Commission went into the Cuban sugar market and bought up the crop To the Eastern refiners, who every season bought supplies in the Cuban market, the British and American boards allotted a share. But the B. C. refinery, not as a rule buying from Cuba, did not come in for an allotment. An effort was made to obtain release of a share for the B.C. refinery, but owing to the unexpected jump in the sugar consumption of the United States following prohibition, the board was unable to release any of their stock.

Heavy Demand On Peru

There remained then Peru.

The sugar crop in Peru amounts to about 250 thousand tons. Bidding for this lot there were: Britain, France, the States, Eastern Canada, Japan, South American Republics, apparently, the rest of the world—and the local refinery. While normally the B.C. refinery could have handled at least a quarter of the Peruvian crop, it was only the share of the Peru sugar that they were able to secure that kept the Western trade supplied at all during these last several months.

It will be apparent then, that contrary to the expressed views of some, a very real sugar shortage existed.. The jam-makers, and candy-makers have discussed in the columns of CANADIAN GROCER before, the increased consumption of sweets that has followed prohibition. The increased per capita consumption of sugar in the United States and Canada, has also put a real tax on the sugar supply. At a time when a crop shortage exists in India, and Europe's production has fallen from a normal 6 million tons to 3 and a half million tons, it is interesting to note that the consumption of sugar in the United States has risen till at present, to supply the hundred million souls in that nation, requires actually one-quarter of the entire sugar production in the world.

Plenty of Sugar Available for Early Months of Year

However, there is now a real and authentic ray of hope. The statement is made under the authority of the B.C. Sugar Refinery that November and December will be less acute than October; and that barring loss at sea, or delay by strikes the Western Provinces will enjoy ample supplies of sugar for at least the first half of next year. Beyond that time, unless one is a seer, the grocer may follow the raw sugar market, and hazard as good a guess at the regular professional guesser. It lends support to the hopeful tone for next month, that two cargoes of raw sugars will arrive within the fortnight.

MONTREAL EARLY CLOSING BY-LAW UPHELD

Montreal's early closing by-law was upheld as legal and valid in every clause by a judgment rendered recently by Mr. Justice Duclos, when he dismissed a petition presented by Amedee Dagnais, George H. Lalonde, Danatien Duperron and Auguste Arsenault, tradesmen, who asked for the issue of a writ of injunction which would restrain the city from enforcing the provisions of the by-law.

In his judgment, Mr. Justice Duclos said the question at issue was entirely disposed of by judgment of the Supreme Court in the case of Beauvais vs. the City of Montreal, which dealt with the original early closing by-law known as by-law No. 328. In this instance, the Supreme Court ruled that the provincial statute, in virtue of which the by-law was passed, was constitutional and within the powers of the province; and that the by-law was not so unreasonable, unfair and oppressive as to be a plain abuse of the powers conferred upon the municipal council by the legislature.

Accordingly the petitioner's demand for a writ of injunction was dismissed with costs.

ILLUSTRATION FOR FIGURING MARGINS

"Subtract from the Unit 100, which represents the cost, the percentage to be used; thus, if 25 per cent profit is desired, subtract 25 from 100, leaving 75. Using 75 as a divisor, divide the cost, which we shall assume to be $1.50, by 75; carrying the same into two decimals will show $2.00, which will be the selling price. You will notice that the difference between the cost of $1.50 and $2.00, thus obtained, is 50 cents, or 25 per cent on the selling price."

Sell Your Special Xmas Lines Early

Hudson Bay Company Grocery, Vancouver, Finds the Policy Effective—The Last Minute Rush Gives Us Opportunity for Saiesmanship—A Record Xmas Trade Expected

"IN our Christmas selling we always get our most expensive lines out early," stated Mr. Jackson, grocery manager of the Hudson Bay Co. store, Vancouver, B.C. "We find that the salesmen and salesgirls have more time and opportunity to sell the better and higher-priced articles early. Later, within a few days of Christmas, there is a rush, and there is only time to hand out what is asked for and what is on hand. We aim to have almost all of our fancy lines of Christmas groceries sold well in advance of the actual Christmas week rush. After many years' experience I would recommend any grocer to make some such plan as this: Display and push your fancy imported Christmas specials early while you have time to ensure them being cleaned up; you will find the late shoppers glad to take care of your staple goods.

"This is going to be the best Christmas season we have ever had," continued Mr. Jackson. "I am encouraged by every indication to prepare for the biggest season in our history. Business is excellent, and getting better every week. It would appear that with most restrictions off, and the old lines on the market again, that the householders are going to give themselves all the good things that they have been denied during the previous five years."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SHARP changes are reported in markets from Montreal, but Toronto prices are for the most part steady and strong. There is a likelihood of improved conditions in sugar. Prices at all centres are unchanged, but very firm.

MONTREAL—Changes for the week are made for molasses, in one quarter. A new advance of 5c per gallon is made effective. Sugar is unchanged, but very firm and the tendencies are of a firming nature. Clay pipes are marked up 20c per box. Moth balls are down from 16c to 12-15c. Canary seed is down 2c per pound to 18c. George Washington coffee is reduced in price to $4.45, $8.40 and $13.10 per case. Bi-carbonate of soda is marked down from $4.50 to $4.10 per 112 pound keg. Klim milk in bulk is up 2c to 29-31c per pound, as to quantity. Menier chocolate is marked up in one quarter, present prices being quoted by this jobber at 83-85c, while Fry's breakfast cocoa is up 2c per pound to 50c. Galvanized tubs are marked up. Norwegian sardines are marked down. Split peas are higher. Nuts are high and firm. Some arrivals of dried fruits are reported, but the shipments to this market have been slow in some instances. The tea and coffee markets are very firm and tea stocks are much lower than usual. Allspice and cloves are marked up. One line of cornflakes —London—is up this week to $4.25 and others are firming. Cutting of prices has continued on rolled oats. The flour market is very firm and one source says that an advance is not improbable. Onions are marked up this week. Barrel apples of the best grades are high in price. Oranges and lemons are likely to be lower.

TORONTO—Continued strength in practically all grocery commodities, with declines conspicuous by their absence, marks the trade this week. In fact price changes are few and the markets generally are strong and steady. Refiners state that there are indications of better supplies of sugar and that in the course of another week the movement should be decidedly better. Prices hold at the recent advance and are very strong on the basis of $11.46 per cwt., Toronto delivery. Advices from Barbadoes and West Indies point to higher quotations on new molasses. Advances, it is stated, will amount to from 20 to 30 cents per gallon. Packaged goods are steady with an active demand. Split peas in bulk have jumped to 8 cents per pound. Rices are very firm and tapioca is holding at 15 cents per pound. An advance of five cents per pound on Indian and Ceylon teas on primary markets is reported. Spot prices are very strong, but unchanged. Coffees are still light in supply, but there has been no changes in quotations on this market. Evaporated apples are very firm in price, at from 22 to 23 cents per pound. Shipments of apricots and prunes are not yet available for this market. Thompson's seedless raisins are very scarce on the Coast and stocks in some houses here have been depleted. Prices are now quoted around 21 cents per pound.

Few changes are reported in produce lines. Pork and pork products are steady at the lower levels. Cheese and eggs are at strong figures and butter shows further advances. Receipts of poultry are heavy just now and there is a very active demand for the same.

WINNIPEG—There is a very firm feeling in many lines of grocery products noted this week. Sugar is still very scarce and the situation shows no immediate sign of improvement. Coffee is still advancing and higher prices are noted in white and black peppers, cloves and French cream of tartar. Corn syrup is also expected to advance in the near future. Fruit and vegetables are selling well at practically unchanged prices. Beans and rice are very firm.

In the produce lines there is little change noted in hogs, but bacon, especially back bacon, is scarce and slightly higher. Butter, eggs and lard are in very short supply and prices are holding very firm as a result.

QUEBEC MARKETS

MONTREAL, Nov. 12—There has been quite a steady movement of groceries to the general buyers this week and the only complaint made is that of getting all the goods desired. Prices are advanced on some lines, while on others there are lower quotations.

Some Improvement In Sugar Deliveries

Montreal.

SUGAR.—Even a little improvement is looked upon with much satisfaction these days, when it comes to considering supplies. The St. Lawrence Sugar Refineries have again started operations, while the Montreal refineries and the Halifax are melting right along. The trade is being supplied with fair quantities, and it is safe to say that all are getting some sugar. The tendencies are of a firming nature, but quotations are unchanged.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	**11 25**
Acadia Sugar Refinery, extra granulated	11 75
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	11 25
St. Lawrence Sugar Refineries	11 25
Icing, barrels	11 45
Icing, 25-lb. boxes	11 85
Icing, 50-lb. boxes	11 65
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 75
Yellow, No. 3	10 65
Yellow, No. 4	10 55
Powdered, barrels	11 35
Powdered, 50s	11 55
Powdered, 25s	11 75
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack.	13 25
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do., (cartons, 2-lb.)	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100 lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Crystal diamonds (cases, 20 cartons)	13 00
Demarara light, per lb.	0 10

Little Export Sale; Canned Goods Steady

Montreal.

CANNED GOODS.—The market is steady and without important features. Very little export has been consummated of late, and there is just a fair movement to the domestic trade. There has been quite a heavy delivery to the trade of booked orders, and the dealers have been generally agreeable to accepting full stocks, it has been said. In the States some weakness has characterized many lines, but without definite reductions being made. Norwegian sardines are marked lower.

CANNED VEGETABLES—

Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 85	2 00
Beans, Refugee	2 00	2 10
Beets, per doz., 2-lb.	1 00	1 35
Corn, Can.	1 65	1 70
Carrots (sliced), 2s	1 45	1 55
Corn (on cobs), gallons	7 00	7 50
Spinach, Can. (2s)	....	1 80
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	**0 95**	**1 00**
Tomatoes, 2s	....	1 50
Tomatoes, 2½s	1 85	1 90
Tomatoes, 3s	....	2 15
Tomatoes, gallons	6 00	7 @2½
Pumpkin, 2½'s (doz.)	....	1 10
Pumpkins, gallons (doz.)	....	3 25
Peas, standards	1 85	1 90
Peas, early June	1 92½	2 05
Peas, extra fine, 2s	....	3 00
Peas, Sw. Wrinkle	....	2 00
Peas, fancy, 20 oz.	....	1 67½
Do., 2-lb. tins	....	2 75

CANNED FRUITS—

Apples, 2½s, doz.	**1 40**	**1 65**
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, ½s, doz.	....	0 95
Blueberries, 2s	2 25	2 40
Do., 1 lb. talls, doz.	....	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Cherries, white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, 20 oz., doz.	....	....
Do., No. 2	3 00	3 75
Do., 2½s, (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)	..	1 90
Pineapples (grated and sliced),		
Do., 1 lb. flat, doz.	....	1 90
Do., 2 lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums—Lombard	2 00	2 20
Do., in heavy syrup	....	2 80
Gages, Green, 2s	....	2 40
Do. (light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Strawberry, 2s, heavy syrup	....	4 65

CANNED FISH

Salmon—

Chums, 1-lb. talls	....	**2 00**
Do., ½s, flat	....	**1 20**
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1 lb. tall	4 00	4 30
Do., ½ lb.	....	4 30
Cohoes, 1 lb. tall	....	3 75
Do., ½ lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 40
Chums, 1 lb. talls	....	2 00
Do., ½s, flat	....	1 10
Salmon, Gaspe, Nlobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb flat	....	1 90
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48 1s	....	1 90
Do., ½s	....	1 65
Haddies (Imported) (½-lb.)	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (Canned)—		
5 oz., doz.	....	2 60
10 oz., doz.	....	4 20
Lobsters, ¼-lb doz	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)	21 00	22 25
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French	32 00	34 00
Do., Portuguese, case	....	24 00
Scallops 1-lb., doz.	....	8 25
Do., Eastern trade	..	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (ea. 4 doz.)	..	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river) (1 lb.), doz.	....	1 90
Scotch Snack, No. 1, dz., Montreal	....	2 50

Split Peas Higher; Beans Steady Sellers

Montreal.

BEANS, PEAS.—A steady trade is reported for beans, the best grades meeting with favor. Stocks are quite ample. Split peas are marked up to $8 per bushel in one quarter.

BEANS—		
Canadian, hand-picked, bush.	5 40	5 75
British Columbia	....	**5 00**
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	**0 10**	**0 12**
Lima, California	....	0 15
Kidney beans	**6 00**	**6 50**
Peas, white soup, per bushel	....	4 00
Peas, split, new crop (98 lbs.)	7 25	8 00
Peas, boiling, bushel	8 00	8 50
Peas, Japanese, green, lb.	0 10½	0 11

More Supply Soon Nut Prices Held;

Montreal.

NUTS.—There is a tendency to firmness on most lines of nuts, and while there has been little change in this market, it is expected that delivery to the trade will soon be heavy, with the near approach of the holiday season and seasonably heavier trade. Shipments that have been held in New York harbor awaiting the settlement of the longshoremen's strike will now be unloaded and delivered to the various consignors.

Almonds, Tarragona, per lb.	0 28	0 30
Almonds (shelled)	....	0 62
Almonds (Jordan)	....	0 75
Brazil nuts (new)	....	0 26
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Filberts, Barcelona	**0 25**	**0 26**
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts—		
Jumbo	....	0 20
"G"	....	0 18
Coons	....	0 14
Shelled, No. 1, Spanish	0 25	0 26
Salted Spanish, per lb.	0 29	0 30
Shelled, No. 1, Virginia	**0 16½**	**0 18**
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	**0 38**
Fancy splits, per lb.	....	0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	**0 21**	**0 24**
Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	**0 23**	**0 25**
Walnuts (shelled)	0 80	0 82
Walnuts (Chilean), bags, per lb.	....	**0 33**

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Slow Arrivals of Dried Fruits; Firm

Montreal.

DRIED FRUITS.—While arrivals have been reported, the movement of dried fruits appears to be held back in many instances. This is probably due to certain congestion, and one importer attributes it to lack of rolling stock. It is stated that inquiries now being instituted in the States relative to ruling prices for various dried fruits may alter the basis, but of course no one knows whether such a result will induce lower quotations. There is a ready demand for supplies as they arrive, and in some instances there is a suggestion that prices will be easier.

Apricots, fancy	....	**0 32**
Do., choice	....	**0 28**
Do., slabs	....	**0 26**
Apples (evaporated)	0 23½	**0 24**
Peaches (fancy)	0 24	**0 26**
Pears, choice	0 25	**0 26**
Drained Peels—		
Lemon	0 46	**0 47**
Orange	0 47	**0 48**
Citron	0 62	**0 63**
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	**0 23**
Muscatels, 2 crown	....	**0 16**
Do., 1 Crown	....	**0 14**
Do., 3 crown	....	**0 18**
Cal. seedless, cartons, 16 oz.	....	**0 23**
Fancy seeded	....	**0 14**
15 oz.	0 16½	**0 17**
11 oz.	0 13½	**0 14**
Seedless, 15 oz. pkg.	....	**0 23**
Currants, Greek, 15 oz.	0 24	**0 25**
Curants (Amarites), recleaned	....	**0 22**
Dates, Excelsior, per case (36-10s)	....	**5 75**
Fard, 12-lb. boxes	....	**3 25**
Packages only	0 19	**0 20**
Do., Dromedary (36-10 oz.)	....	**7 25**
Packages only, Excelsior	....	**0 20**
Figs (layer), 10-lb. boxes	2 60	**3 00**
Figs, white (70 4-oz. boxes)	....	**5 40**
Figs, Spanish (cooking), 28-lb. boxes, each	....	**0 14**
Do. (28 8-oz. boxes)	....	**3 50**
Do. (12 10-oz. boxes)	....	**2 20**
Prunes (25-lb. boxes)		
30-40s	....	**0 35**
40-50s	....	**0 30**
50-60s	....	**0 25**
60-70s	0 22	**0 25**
70-80s (25-lb. box)	0 19	**0 22**
80-90s	0 17	**0 19**
90-100s	0 16	**0 17**
100-120s	....	**0 17**

Another Increase in Price of Molasses

Montreal.

MOLASSES AND SYRUPS.—Another advance has been effected in one jobbing quarter for fancy molasses, this amounting to 5 cents per gallon. The tendency is steadily upward and prices may not have reached their high point. These increases bear out the firming tendencies already outlined in CANADIAN GROCER, a special article bearing on the situation appearing in last week's issue. There is a steady and heavy demand for corn syrups, and prices are fully maintained.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	**0 08¼**
Half bbls.	....	**0 08½**
Kegs	....	**0 08¾**
2-lb. tins, 2 doz. in case, case	....	**5 45**
5-lb. tins, 1 doz. in case, case	....	**6 05**
10-lb. tins, ½ doz. in case, case	....	**5 75**
20-lb. tins, ¼ doz. in case, case	....	**5 70**
2-gal. 25-lb. pails, each	....	**2 60**
3-gal. 38½-lb. pails, each	....	**3 85**
5-gal. 65-lb. pails, each	....	**6 25**
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	**5 95**
5-lb. tins, 1 doz. in case, case	....	**6 55**
10-lb. tins, ½ doz. in case, case	....	**6 25**
20-lb. tins ¼ doz. in case, case	....	**6 20**
Cane Syrup (Crystal) Diamond—		
Barrels, per 100 lbs.	....	**10 25**
Half barrels, per 100 lbs.	....	**10 50**
Glucose, 5-lb. cans (case)	....	**4 80**

	Prices for Island of Montreal
Barbadoes Molasses	
Puncheons	1 07 1 10
Barrels	1 08 1 13
Half barrels	1 10 1 15

Note—Prices on molasses to outside points average about 3c per gallon less.

Firm Prices Here On Various Rices

Montreal.

RICE AND TAPIOCA.—Firm prices are obtaining for rice of the various grades, and supplies are likely to be held at prices that will show little decline. This would be the obvious tendency with stocks here and in the States not heavy.

RICE—		
Carolina, fancy	17 00	**18 00**
Siam No. 2	....	**12 50**
Siam (fancy)	....	**16 00**
Rangoon "B"	11 75	**13 00**
Rangoon CC	11 75	**12 90**
Mandarin	....	**13 75**
Sparkling	....	**15 75**
Patna	0 14½	**0 15½**
Broken rice, fine	....	**7 00**
Do., coarse	8 50	**9 00**
Tapioca, per lb. (seed)	0 12½	**0 16**
Tapioca (pearl)	0 12½	**0 14**
Tapioca (flake)	0 11	**0 13**

Note.—The rice market is subject to frequent change and the price basis is quite nominal.

Japan Teas Said To Be Distributed

Montreal.

TEAS.—Buyers are picking up stock teas that have been in transit, and particularly in Japans. A large importer stated this week that Japan cables indicated that most teas there had already been sold and already shipped to the various buyers. Prices are firm and are even advancing. The tendencies on nearly every grade are higher.

Japan Teas—		
Choice (to medium)	0 65	**0 75**
Early picking	0 65	**0 70**
Finest grades	0 80	**1 00**
Javas—		
Pekoes	0 42	**0 45**
Orange Pekoes	0 46	**0 48**
Broken Orange Pekoes	0 43	**0 46**

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee is Firm, With Steady Sale

Montreal.

COFFEE.—There is a firm spot market and the same is true of futures. Delivery to the trade is well maintained here and no easing tendencies are to be noted. Cocoa is steady to firm, and the movement is heavier as the fall season advances.

Coffee—		
Bogotas, lb	0 45	**0 47**
Maracaibo, lb.	0 43½	**0 45**
Mocha (types)	0 44	**0 47**
Jamaica	0 42	**0 45**
Mexican, lb.	0 44	**0 46**
Rio, lb.	0 37	**0 39½**
Santos, Bourbon, lb.	0 44	**0 47**
Santos, lb.	0 43	**0 45**
Cocoa—		
In 1-lbs., per doz.	....	**5 25**
In ½-lbs., per doz.	....	**2 75**
In ¼-lbs., per doz.	....	**1 45**
In small size, per doz.	....	**1 10**

Allspice and Cloves Are Now Advancing

Montreal.

SPICES.—The market for cloves and allspice is an advancing one, and jobbers are advancing prices this week. These tendencies have been pointed out very definitely in CANADIAN GROCER of late, and the whole spice market is quite firm. A good movement is reported.

Allspice	....	**0 22**
Cassia (pure)	0 33	**0 35**
Cinnamon—		
Rolls	....	**0 —**
Pure ground	0 35	**0 40**
Cloves	....	**0 85**
Cream of tartar (French pure)	0 75	**0 80**
Chickory, Canadian	....	**0 20**
American high test	0 80	**0 85**
Ginger	....	**0 29**
Ginger (Cochin or Jamaica)	....	**0 31**
Mace, pure, 1-lb. tins	....	**1 00**
Mixed spice	0 30	**0 32**
Do., 2½ shaker tins, doz.	....	**1 15**
Nutmegs, whole	0 60	**0 70**
64, lb.	....	**0 45**
80, lb.	....	**0 43**
100, lb.	....	**0 40**
Nutmegs, ground, 1-lb. tins	....	**0 65**
Pepper, black	0 38	**0 40**
Do., special	....	**0 32**
Do., white	....	**0 50**
Pepper (Cayenne)	0 35	**0 37**
Pickling spice	0 28	**0 30**
Paprika	0 65	**0 70**
Tumeric	0 28	**0 30**
Tartaric acid, per lb. (crystals or powdered)	1 00	**1 10**
Cardamon seed, per lb., bulk	....	**2 00**
Carraway (nominal)	0 30	**0 35**
Cinnnamon, China, lb.	....	**0 30**
Cinnamon, per lb.	....	**0 35**
Mustard seed, bulk	0 35	**0 40**
Celery seed, bulk (nominal)	0 75	**0 80**
Shredded cocoanut, in pails	0 21	**0 28**
Pimento, whole	0 20	**0 22**

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

A Firmer Price Now on Corn Flakes

Montreal.

PACKAGE GOODS. — Prices have again moved upward on one line of corn flakes, and it is expected that others will be revised this week. There is a steady demand for nearly every line of package cereals.

PACKAGE GOODS					
Corn Flakes, 3½s, Case	3 50	3 65	3 75	3 90	**4 25**
Rolled oats, 20s				....	**5 60**
Do., 18s				....	**2 00**
Do., large, doz.				...	**3 00**
Oatmeal, fine cut, pkgs., case				....	**4 60**
Oat Flakes, 20s				....	**5 40**
Puffed rice				....	**5 25**
Puffed wheat				....	**4 25**
Farina, case				....	**2 35**
Scotch Pearl Barley, case				....	**2 35**
Pancake Flour, case				....	**3 60**
Pancake flour, self-raising, doz.				....	**1 50**
Buckwheat Flour, case				....	**3 60**
Wheat food, 18-1½s				....	**3 25**
Porridge wheat, 36s				....	**6 45**
Do., 20s				....	**6 25**
Self-Raising Flour (3-lb. pack.) doz.				....	**2 90**
Do. (6-lb. pack.), doz.				....	**5 70**
Corn starch (prepared)				....	**0 11¾**
Potato flour				....	**0 16½**
Starch (laundry)				....	**0 12**
Flour, Tapioca				0 15	**0 16**

Milling Oats Not Said to be Plentiful

Montreal.

CEREALS.—Despite the fact that best milling oats are said to be rather short in supply, prices are being cut here and there, and there is a strong competitive condition. There is little quotable change on other lines.

Cornmeal, Gold Dust	5 75	**6 50**
Barley, pearl	6 00	**6 25**
Barley, Pot, 98 lbs.	5 00	**5 50**
Barley (roasted)	....	**7 00**
Buckwheat flour 98 lbs.	5 50	**6 00**
Hominy grits, 98 lbs	6 00	**6 50**
Hominy, pearl, 98 lbs.	....	**6 45**
Graham flour	5 75	**5 90**
Oatmeal (standard - granulated and fine)	5 50	**5 85**
Peas, Canadian, boiling bush	4 00	**5 50**
Split peas (per 98 lbs.)	6 50	**7 25**
Rolled oats, 90-lb. bags	1 85	**5 00**
Rolled wheat (100-lb. bbls.)	....	**7 10**

More Export Orders Help Out Millers

Montreal

FLOURS.—The receipt of orders for over half a million barrels of flour last week will serve to help the millers quite materially. Domestic trade is limited although there is a fair movement. The undertone is decidedly firm and it is

not improbable that some advance in the market might become effective.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

While Much Grass, Feed Sales Smaller

Montreal.

FEEDS.—While the markets are ruling steadily, the sale of millfeeds is not heavy, for the weather conditions here have permitted cattle to graze right along. Supplies are, therefore, ample to meet the existing requirements and prices are unchanged.

Shorts—		
Mixed cars	....	52 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, middlings	61 00	62 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	64 00
F.O.B. Fort William	....	62 00

Hay Prices Will Depend on Winter

Montreal.

HAY AND GRAIN.—If the winter here should be mild it is probable that hay prices will be lower. As it is the farmers are holding out for full prices and are disinclined to dispose of their crops for less than the following prices. The grain markets have been fluctuating somewhat, now advancing, and later declining.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 97½
No. 3 C.W.	....	0 96
Extra feed	....	....
No. 1 feed	....	0 94
No. 2 feed	....	0 92
Barley		
No. 3 C.W.	....	1 56
No. 3	....	1 55
No. 4 C.W.	....	1 53

Potatoes Are Steady; Onions Again Higher

Montreal.

VEGETABLES.—The price of potatoes holds steadily and there is a good demand. Onions are very high and there is an advance this week for all grades excepting Spanish, which are lower. Tomatoes of the domestic variety are about finished for the season.

Beans, new string (imported) hamper	....	4 00
Beets, new, bag (Montreal)	0 90	1 00
Cucumbers (hothouse), doz.	....	2 00
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	0 50	1 00
Garlic, lb.	....	0 30
Lettuce, Boston (2 doz. crate), crate	....	2 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onion, yellow, 75-lb. sack	....	5 00
Do., red, 75 lbs.	5 50	6 00
Do., crate	....	3 00
Do., Spanish, case	....	6 75
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 25
Potatoes, Montreal (90-lb. bag)	....	1 75
Do., sweet, hamper	....	3 25
Radishes, doz.	....	..
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), baskets	....	1 25

Best Spies Are $9.00; Citrus Fruits Easier

Montreal.

FRUITS.—Northern Spies have arrived and are in active demand at $8 to $9 per barrel. There is a good supply of apples and the prices are firm. Cranberries are quoted down at $11 per barrel. Oranges and lemons are easing in the U. S. markets and it is expected that they will be marked down here in the immediate future.

Apples—		
Baldwins	7 00	7 50
Ben Davies, No. 1	5 50	6 00
Do., No. 2	....	5 00
MacIntosh Red	....	9 00
Fameuse, No. 1	8 50	9 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	8 00	9 00
Wealthy	7 00	8 00
Winter Reds	6 50	7 00
Apples in boxes	....	3 50
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	....	11 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	3 25
Grapes, basket	....	0 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96	....	4 00
Do., Florida, 54, 64, 80, 96	....	4 50
Lemons, Messina	....	6 00
Pears, California	....	6 50
Keiffer Pears (box)	....	2 75
Pears, California	....	5 00
Oranges, Cal., Valencias	....	6 50
200 size	....	7 25
Cal. Navels	....	7 00

ONTARIO MARKETS

TORONTO, Nov. 14—Indications point to further improvement in the sugar situation, although prices are very strong and are likely to remain so for some time to come. Quotations of future shipments of molasses are very strong and sharp advances are looked for. The scarcity of seedless raisins on the Coast has strengthened the market and prices here are also higher.

Sugar Quotations Steady and Strong

Toronto.

SUGAR.—There are indications that there will be an easier feeling in the market for sugar in the course of the next fortnight, refiners told CANADIAN GROCER this week. This is, of course, in regard to supplies. The price continues very strong, and there is not likely to be much change in that direction for some time to come. Values are very firm, and in fact some refiners state that further advances are more than probable, because of the advancing raw markets. Quotations are now at $11.46 per cwt., on the basis of Toronto delivery.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses Likely To Be Higher

Toronto.

CORN SYRUPS, MOLASSES.—There are no changes in quotations on corn syrups and molasses. The market is very strong, with demand extremely active. Advices from the Barbadoes and the West Indies show marked advances in new prices on molasses. Quotations are from 20 to 30 cents per gallon higher, on new goods, although the prices to the retail trade have not changed.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Sell Unchanged

Toronto.

PACKAGE GOODS.—The market for package goods is very strong, with no changes in quotations as compared with a week ago. Rolled oats are selling

freely. In fact there is a brisk inquiry for all breakfast foods.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb., cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters	....	0 13¼
Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	5 60
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 35
Barley, 24s	....	2 35
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Split Peas Are Quoted Higher

Toronto.

CEREALS.—Cereals in bulk are experiencing an active inquiry. Golden cornmeal is selling at $5.75 in bags of 98 pounds, and fancy yellow cornmeal is bringing from $5 to $5.50 per 98s. Split peas are higher in price, selling at 8 cents per pound.

	Single Bag Lots Fo.b.	Toronto
Barley, pearl, 98s	....	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	....	5 75
Do., fancy yellow, 98s	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	4 90	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No. 1	....	6 15
Do., No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08
Blue peas, lb	0 10	0 11

Canned Goods Holding Steady

Toronto.

CANNED GOODS.—There are no changes in quotations on canned goods. Prices are steady and strong with supplies of canned fruits showing depletion. Salmon is selling freely, and the best grades are being rapidly cleaned up. Canned vegetables are also in demand. There is an unusually heavy inquiry for canned fruits at this season, and indications are that they will all be in the hands of the trade sooner than is generally the case.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	....	2 00
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Toronto.		
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15

Seedless Raisins Will Be Scarce

Toronto.

DRIED FRUITS. — Shipments of prunes and apricots that have been in transit from California points now for some weeks, and have been delayed en route, are due to arrive the end of this week. Some of these goods are packed in cartons. This is a new departure in putting up prunes and apricots, and no doubt will be appreciated by the trade. A five pound carton package of prunes, it is expected, will sell to the trade at $1.15. Apricots are being put up in 12 oz. cartons, and are of the best quality. The situation in raisins is one of great scarcity. Thompson's seedless are reported very scarce on the Coast, and are almost impossible to secure. They are costing 20½ cents laid down in Toronto for new goods. Present stocks are quoted at 21 cents. Seedless raisins, in 15 oz. packets, are selling at from 20½ to 21 cents.

Evaporated apples	0 22	0 23
Do., choice, 25s	....	....
Do., standard, 25s	....	....
Candied Peels, American—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 60
Currants—		
Grecian, per lb.	....	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromendary, 3 doz. in case	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 23
Seedless, 15-oz. packets	0 20½	0 21
Seeded, 15-oz. packets	....	0 20½
Seedless, Thompson's, bulk	....	0 20½
Seedless, Thompson's, bulk	....	0 21
Crown Muscatels, 25s	0 15	0 20
Greek Sultanas	0 25	0 27

Teas On Primary Markets Higher

Toronto.

TEAS.—Teas on primary markets are very much higher. Advices from Ceylon show advances in the past week of five cents per pound. This renders new buying of supplies at very much higher figures. The dock strike at New York has also interfered with the shipping forward of supplies. Quotations on spot show no changes, because of the fact that dealers have had ample stocks purchased at the lower levels. Real choice Indian teas on primary markets are quoted as high as ten shillings per pound, but, of course, teas at this figure could not be sold here. Teas that are good sellers here, however, are costing from 50 to 60 cents per pound to import. Japanese teas are very much higher, costing 48 cents laid down here. They are selling to the trade at 53 cents.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoe	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Almonds Have Arrived

Toronto.

NUTS.—Shipments of new shelled almonds for this market have arrived at Montreal and should be along at an early date. They will sell at the trade at 60 cents per pound, slightly lower than present stocks have been selling. The market for peanuts is very strong. Spanish peanuts have advanced 4½ cents per pound on the opening quotation. They are now quoted laid down here at 23½ cents per pound. Stocks of walnuts have been pretty well cleaned up. Brazils are steady, and new pecans are quoted at $1.30 per pound. Cocoanut is still very strong, the unsweetened selling at 40 cents per pound and the sweetened at 45 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Market in Rices Still Very Strong

Toronto.

RICES.—The market for rices is very strong, with no changes in quotations as compared with a week ago. All primary markets are very firm, and there is at present very little coming forward. Tapioca is selling at 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	....	0 15

Spices Selling At High Figures

Toronto.

SPICES.—The market for all spices is very strong. There is a very active demand for practically every variety. Cloves are quoted unchanged from last week at from 80 to 85 cents, and ginger is higher at from 30 to 40 cents. Cinnamon is selling at 55 cents per pound. The market is almost bare of cream of tartar, and increasing difficulty is being experienced in getting new supplies. French pure cream of tartar is quoted at from 75 to 80 cents. The American high test is quoted at the same figure.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 85
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

Spot Coffees Are Very Scarce

Toronto.

COFFEES.—There is a very marked scarcity of spot coffees on this market, and some houses are almost bare of supplies. On account of the strike in New York, it is difficult to get shipments that have arrived there moving. No changes, however, are reported in spot prices here. The market is steady and very strong.

Java, Private Estate, lb.	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bourbon, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mocha, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 25	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Honey Rules Very Firm

Toronto.

HONEY, MAPLE SYRUP —There is a very good inquiry for honey, with prices ruling very firm. No changes are reported as compared with a week ago. Maple syrup has been pretty well cleaned up.

Honey, Clover—		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Market For Beans is Very Quiet

Toronto

BEANS—The market for beans is very quiet. Buyers are paying the farmers from $4 to $4.50 per bushel, and quotations to the trade show little change as compared with last week.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bush.	5 25	5 50
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascas, lb.	0 13	0 14

Valencia Oranges Slightly Easier

Toronto.

FRUITS. — Valencia oranges are slightly easier in prices this week. They are quoted all the way from $5.50 to $7, according to sizes. Lemons are from $6.75 to $7 per case. Grapefruit is selling at from $5 to $6. There is an active inquiry for apples, both in barrels and in boxes. Ontario Kings are selling at from $7 to $7.50, and Spies at from $7 to $8.50 per barrel. McIntosh Reds, Jonathans, and Kings, are ranging all the way from $3 to $3.75 per box.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	6 75
150s and 126s	6 00	6 50
96s, 100s, 250s, 288s, 324s	5 50	6 50
Lemons, Cal., 300s, 360s	6 75	7 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	5 00	6 00
Apples—		
Ontario Kings	7 00	7 50
Ontario Spies	7 00	8 50
Blenheims	5 25	5 75
McIntosh Reds, box	....	3 75
Jonathans, box	3 15	3 25
Kings, box	....	3 00
Snows, box	3 35	3 50
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	....	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00	4 25
Nova Scotia Kings, bbl.	....	5 75
Cal. Pears	....	5 50
Grapes, Cal., Emperor, lugs	....	4 25
Do., barrels	....	8 00
Cranberry, Cape Cod, bbl.	....	12 00
Do., half bbl.	....	6 00
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Ontario Potatoes Show Advances

Toronto

VEGETABLES.—Quotations on Ontario potatoes are stronger this week. Quite a sharp advance is reported. Number one Ontarios are selling to the trade at from $2 to $2.25 per bag. Onions are unchanged in price, and celery is $5 per crate of 8 dozen bunches. Jersey sweet potatoes are $2.50 per hamper. Cauliflower is from $2 to $2.50 per box of twelve.

Beets, bag	1 00	1 25
Cabbage, bbl.	2 00	2 25
Carrots, per bag	....	1 00
Lettuce, Cal., head, crate 8 doz.	....	6 00
Do., Cal., head, crate 8 doz.	....	5 00
Hothouse Tomatoes, lb.	....	0 25
Onions, Yellow Danvers, 100-lb. sacks	4 75	5 00
Onions, 50-bag lots	....	4 50
Spanish Onions, large cases	....	6 25
Do., small crates	....	2 50
Onions, white, large sacks	....	6 50
Celery, 8 doz.	....	5 00
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	2 00	2 25
Ontario, No. 2s	1 85	1 90
New Brunswick	2 00	2 10
Jersey Sweet Potatoes, hamper	....	2 50
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 00

Flour Market Holding Steady

Toronto.

FLOUR.—No changes are reported in quotations on flour. There is not much improvement in the market as far as domestic demand is concerned, but there is a big movement for export.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
In jute bags	....	11 00

Active Inquiry For Millfeeds

Toronto.

MILLFEEDS.—There is a very good inquiry for millfeeds, both bran and shorts. Bran is selling at $45.25 per ton, and shorts at $52.25.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Nov. 10—There have been some changes noted during the week and there is also a general firmness noted in all lines that suggest the possibility of further advances.

Granulated Sugar Very Scarce

Winnipeg.

SUGAR.—Granulated sugar is the scarcest it has been here in some years. Many restaurants are serving the darkest of brown sugar. Many retailers are only allowing one pound of sugar with an order. Two refineries are reported to

have a number of cars in transit which will relieve the situation somewhat.

Advances Expected In Corn Syrup

Winnipeg.

SYRUP.—While the market is unchanged, many wholesalers would not be surprised to see an advance in this line as well as other corn products. There is a very active demand for corn syrup and shipments are reported slow. The corn market is reported as panicky.

Honey Unchanged; Prices Firm

Winnipeg.

HONEY.—Sales are reported large from country buyers. Prices remain unchanged but firm.

10-lb. pails, per pail	2 95
5-lb. pails, per pail	1 50
4¾-lb. pails, per pail	1 40
12 oz. glass, 2 doz. to case, per dz.	4 00
16-oz. comb honey, imp., per doz.	5 50

Coffee Prices Still Advancing

Winnipeg.

COFFEE.—The coffee market is very strong in all grades. Santos and Rios have shown an advance of about 1½ cents per pound. Mexican is very scarce owing to the internal difficulties in Mexico. All mild coffee is held at very firm prices. There is also a growing shortage of practically all lines.

Dried Fruits Are Unchanged

Winnipeg.

DRIED FRUITS.—No changes have been noted in the prices recorded last week, which are as follows:

Raisins		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.		0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.		0 16
Cal., bulk, seedless, 5-lb. carton, per carton		1 05
Cal., seeded, pkgs. 11 oz.		0 14
Do., 11 oz., fancy		0 15
Do., 15 oz., choice		0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 16½
Prunes		
90-100s	0 18	0 18½
80-90s	0 18½	0 19
70-80s	0 20	0 21
60-70s	0 21	0 22
50-60s	0 22	0 23
40-50s	0 24	0 25
Dates		
Royal Excelsior, 3 doz. cases, per pkg.		0 19½
Dromedary, 3 doz. cases, per pkg.		0 22
Fard, 12-lb. boxes, per box		3 00
Figs		
Spanish cooking, recleaned, per lb.		0 18
Cal. White Roedings, per lb.		0 22
Black Figs in Cartons, 10 x 15 per carton		1 20
Fancy Calimyrna, 5-row, 10-lb. boxes		4 10
Do., 6-row, 10-lb. boxes		3 95
Do., white Adriatic, 4-row, 10-lb. boxes		3 60
Do., 5-row, 10-lb. boxes		3 40
Fancy, 8-oz. bricks, 24 to box		3 95

Pepper, Cloves and Cream of Tartar Advance

Winnipeg.

SPICES.—The pepper market is very firm and advancing spot supplies are only fair. Black pepper has noted an advance of approximately 1½ cents per pound, and white, 3 cents per pound. The cloves market is at present very active. Importers are buying freely and advances are looked for at any time.

CREAM OF TARTAR.—Heavy advances are looked for in French cream of tartar. The coal shortage in France is having a very serious effect on the production of cream of tartar as well as many other lines.

Rice Market Very Firm

Winnipeg.

RICES.—The market is very firm, with advances looked for. Texas rice has been damaged to a great extent by rainstorms. There is a very active demand for rices of all descriptions. Oriental rice, importers state, will continue to remain very firm.

No. 1 Japan, 100-lb. sacks	0 17¾
No. 2 Japan, 100-lb. sacks	0 13½
Siam, 50-lb. sacks	0 13
Patna, 100-lb. sacks	0 14½
Patna, 50-lb. sacks	0 14¾
Ground rice, 100-lb. sacks	0 11
Do., 50-lb. sacks	0 11⅛
TAPIOCA—	
Pearl, sack lots, lb.	0 14
Do., broken sacks, lb.	0 14½

Bean Market Remains Strong

Winnipeg.

BEANS.—The bean market is very strong. This year's crop is reported much less than last year. Quality of B. C. beans is said to be exceptionally fine this year. Hand picked selected quality, 100-pound bags, per bag $8; white Lima beans, 80-pound bags, per pound, 13 cents.

Cereal Prices Remain Firm

Winnipeg.

CEREALS. – There were slight changes in barley and peas arriving during the week. Prices remain very firm.

Cornmeal, yellow, ½ sacks, per sack	3 05
Do., ¼ sacks, per sack	1 55
Do., 10-lb. bags, 10 to bbl.	6 70
Gran. Oatmeal, coarse, 98-lb. sack	5 50
Do., 18-lb. sack	2 80
Do., 24-lb. sack	1 45
Standard oatmeal prices the same as standard.	
Dried peas, whole, yellow, per lb.	0 04
Do., green	0 10½ – 0 11½
Split peas, 98-lb. sacks, per sack	7 75
Do., 49-lb. sacks, per sack	3 90
Do., broken quantities, per lb.	0 08½
Rolled oats, 80-lb. bags	4 20
Do., 40-lb. bags	2 15
Do., 20-lb bags	1 10
Wheat granules, 98-lb. bags	6 00
Do., 49-lb. bags	3 05
Do., 24-lb. bags	1 15
Do., 6-lb. bags, 16 to bale, per bale	6 95

Vegetables Show Higher Prices

Winnipeg.

VEGETABLES.—There is a big demand for all varieties of fresh vegetables reported by retailers. Prices are steadily advancing as the season advances.

B.C. onions, yellow, per sack		5 00
Manitoba Red, per sack		4 00
Potatoes, bushel	1 10	1 20
Carrots, per lb.		0 04
Beets, per lb.		0 02
Turnips, per lb.		0 03
Cabbage, per lb.		0 02
Head lettuce, per doz.		1 25
Head lettuce, hothouse, per doz.		0 10
Tomatoes, imported, per basket		3 00
Celery, B.C., per lb.		0 12
Do., Manitoba, per doz.		0 90

Feeds and Hay Remain Unchanged

Winnipeg.

HAY AND FEEDS.—There has been no change in the price of hay and feeds recorded during the week.

Fruit is in Big Demand

Winnipeg.

FRUIT.—There has been a very marked improvement in the demand for fruit during the past week. Prices are quoted as follows:

Oranges, Valencia	7 75	8 50
Cal. Lemons	10 00	10 25
Apples		
B.C. Wealthy No. 1, case		3 00
Do., do., No. 2, case		2 75
B.C. Jonathans, No. 1, case		3 25
Do., do., No. 2, case		3 00
B.C. Northern Spies, case		3 50
Mackintosh Reds, No. 1, case		3 25
Do., do., No. 2, case		3 00
Washington, wrapped, per case, No. 1		3 00
No. 2		2 75
Cranberries, per bbl.	14 75	15 00
Grapefruit, per case	6 25	6 50

SARDINES MAY BE HIGHER

Rand W. Sutherland, secretary and general sales manager, Norcanners, Limited, Norway, and 105 Hudson St., New York, is in Canada at the present time. CANADIAN GROCER met him in Toronto this week, just after he had made a trip through Western Canada.

In speaking of the sardine situation, Mr. Sutherland pointed out that the last pack was a small one in Norwegian waters and that there are, comparatively speaking, not many of the finer grade of sardines for the Canadian market. There is, however, a better supply of the Sild variety than the Brisling. He looks forward to seeing a higher price by perhaps 50c a case sometime in January, particularly on account of increased costs in transportation all along the line. Prices for the next season's pack will depend on the quantity packed, and it is impossible at the present time to forecast what this will be.

Mr. Sutherland was very enthusiastic about the sardine market in Canada. He states that Canadians are better buyers of Norwegian sardines than people of the United States. We consume more per capita than our friends in the South. He was surprised at the way Western Canadian trade have been purchasing sardines.

Mr. Sutherland left Toronto Wednesday night for Montreal, where he will spend a few days with his representatives, C. B. Hart, Reg. A. S. May & Co., Toronto, have been appointed Toronto representatives, and Donald H. Bain & Co., of Winnipeg, the agents for Western Canada.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., November 11.—Teas are higher. Red Rose and Blue Ribbon have advanced 8 cents per pound. Canned milks advanced 25 to 45 cents per case. Lard 3s now $20.40. New seedless raisins have arrived, Griffin's 11-ounce 36s, $6. Three crown loose Muscatels, 16½ cents. B. C. pack peaches and apricots 2s, $7.50 per case. Evaporated B. C. apples of excellent quality 50s, 25 cents. Shorts are down $3 per ton; bran is very scarce. Cream of tartar cheaper, ½s of one brand down from $6.60 to $5.21. On account of the shortage of proper size hogs, back and belly bacon will be scarce for some time.

Flour, 96s, per bbl.	....	10 70
Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Rolled oats, 80s	....	4 15
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s, per case	....	20 40
Eggs, new-laid, local	....	....
Do., No. 1 storage	18 30	18 50
Tomatoes, 2½s, standard, case	4 30	4 60
Corn, 2s, case	....	4 40
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, per ton	....	33 00
Oranges	....	7 00
Lemons	10 00	11 00
Grapefruit	....	8 00
Dates—		
Dromedary, case	....	7 60
Excelsiors, lb.	....	0 16
Hallowee, lb.	0 21	0 23
Pears, evaporated, lb.	....	0 33½
Pineapples, dried, 2s	....	7 00
Mincemeat, standard, bulk	0 15	0 20

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., November 11.—The market is still bare of granulated sugar, yellow wholesaling at $12.33. Carnation milk has advanced 25 cents per case. Blue Ribbon package teas have advanced 8 cents per pound, bulk teas also higher. Matches are extremely scarce. Wrapping twine advanced 3 cents per pound. Arrival of new fruits from California seriously delayed through dock strike at San Francisco and car shortage in interior, but supplies are now commencing to arrive, figs, nuts, dates, and other Christmas goods also being held up by longshoremen's strike at New York. The damage to potatoes through freezing is considerable, and price has increased to $1.35 per bushel. Butter is quoted at 62 cents, and eggs 60 cents.

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., November 11.—Business is reported very good indeed in this market. There are a number of price changes. Yellow sugar is up to $10.85; molasses to $1.09; rice, 12½ to 13 cents. New Brunswick cheese is also quoted higher at 31 to 32 cents; Ontario, 32 to 32½ cents. Compound lard is easier and is selling at 30 to 30½ cents. American pork is quoted at $58 to $63. Eggs are very scarce and are selling by case at 62 cents. Breakfast bacon is easier and is quoted at 42 to 45 cents. Butter is difficult to procure and is higher in price, creamery 60c, dairy 62c, tub 50c. Supplies of raspberries received at $4.40 to $4.45. Lemons lower at $9 to $10. Grapefruit $5 to $6. Apples, Nova Scotia, $2.50 to $6.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 75	3 85
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	12 50	13 00
Molasses	....	1 09
Sugar —		
Standard, granulated	....	11 35
No. 1, yellow	....	10 85
Cheese, New Brunswick	0 31	0 32
Cheese, Ont., twins	0 32	0 32½
Eggs, fresh, doz.	....	0 62
Eggs, case	....	0 60
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 60
Butter, dairy, per lb.	....	0 52
Butter, tub	0 48	0 50
Lard, pure, lb.	0 33	0 33½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 10	4 15
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes—		
Potatoes, Natives, per bbl.	....	3 25
Onions, Can., 100-lb. bags	5 25	5 50
Lemons, Cal.	9 00	10 00
Oranges, Cal., case	7 50	8 00
Grapefruit, Cal., case	5 00	6 00
Apples, N.S.	2 50	6 00
Bananas, per lb.	0 09	0 10
Grapes, Malaga, box	10 00	12 00

MADE OVER 44 PER CENT.

Continued from page 36

carefully erases the dollar mark and pays only the 42c. Then on getting his stub, all he has to do is write the dollar back on it again, and the counter man is no wiser.

So a check has been devised on which the figures run from 10, 25, 50, 75, 1, 1½, 2, 3, but beginning in reverse order, the smaller at the right hand end of the line. Now when $1.42 worth of meat is sold the counter man not only fills the check out as usual, but runs a heavy pencil line through the 1½ at the top of the sheet. That shows the cashier that the sale is nearer to $1.50 than to any other customary division of $1, while to alter this would require so much careful rubbing that it would be apt to be detected. Moreover, it is an innocent-looking mark, liable to escape the attention of the thief until he is caught with the goods.

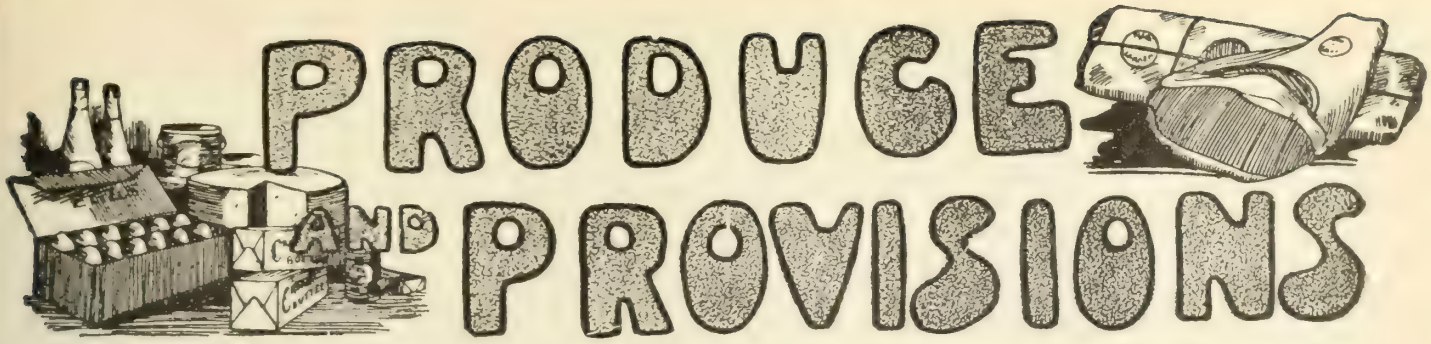
It should be said, however, that hundreds who purchase slips with that device on them do not use it after they buy it! That is nothing against the device, but against the management.

PLAYING TO THE FIVE AND TEN-CENT STORES

A time since I wanted some garden hose washers—that was in 1916, by the way—and I went to my neighboring exclusive little hardware man and was given two for five cents. I said nothing, but remembered that the last time I had wanted them I had purchased from Mr. Woolworth and got six for five cents. Shortly afterwards I chanced to be in a Woolworth, or Kresge store, and saw the same washers at the old price—6 for 5c.

I wondered whether that merchant knew how he was playing into the hands of the five-and-ten, and whether it was worth his while. Had he given me 4 for 5c I should have said and thought nothing, considering the difference in the business: but Two for 5c ——!

J. Colish, 1791 Main St., Winnipeg, (Kildonan), has disposed of his grocery and meat business to J. Mount.



Order Re Pork Product Price Stands

Board of Commerce, After Deliberating Case Presented by Packers, Re-affirms Order, With Some Minor Changes. Mess Pork and Lard Originating in United States Not Subject to Order

AFTER a two-days' session given over to the presentation of the packers' case at Ottawa, asking for a reprieve from the very onerous conditions imposed on the industry by the system of price fixing, adopted by the Board of Commerce, the board, after deliberation, have made public a judgment signed by Commissioners Robson, O'Connor and Murdock, confirming the order of the board in respect to prices charged by the packers of and dealers in pork products. However, the judgment makes an amendment with respect to the commodities mess pork and lard that originate in the United States. These are exempted from the order.

The judgment says on this point: "It appears with respect to the commodities mess pork and lard that such thereof as originate in the United States of America cost at present higher prices than will permit their sale within Canada at the prices at which, pursuant to the order, they ought to be sold, and that sales would be made at a loss; it is ordered that until the further order of the board, said commodities when so originating, but not otherwise, stand excepted from said orders."

At the session at which the packers presented their case, J. S. McLean, of the Harris Abattoir Company, Toronto, urged the absolute impossibility of having a double standard of prices for domestic and export business. Domestic prices, he stated, must be set by the export demand or there would be a gradual elimination of Canadian business. The packer who was dependent on domestic business and could not recoup his losses from export business would very rapidly be forced out of business. He must buy on a market for raw products set by the export demand, and sell on an arbitrary fixed figure probably below that amount.

Mr. O'Connor could not see that there was any reason why there could not be a domestic and export price; he urged that the domestic price need not necessarily be lower than the export price, or vice versa.

Where Theory is Wrong

This contention may be true in theory, but on an export market governed by world conditions there must of necessity be sharp fluctuations, while a domestic price arbitrarily set on the basis of a given date would have no such mobility, and the price must vary from the export price. Unquestionably, as against a losing domestic market and a more or less profitable export field there would be little doubt that the domestic field would be at a disadvantage.

E. C. Fox, of the William Davies Company, cited the case of barrel pork, which at the present time was in keen demand, whereas on March 10 the demand was naturally at its lowest ebb. He also urged the necesity of considering the product as a whole. The present order, he contended, left a wide avenue for loss, but practically precluded the chance of profit.

O'Connor and the Public

Taking the statement that the high cost of hogs was in a measure at least due to the high cost of feeds, Mr. O'Connor introduced an interesting point. "Suppose," he suggested, "we added $1.20 per annum to the cost of bread, that would permit a lower price for bran and shorts and consquently a lower price for hogs." Mr. O'Connor explained that the per capita consumption of bread was 240 loaves of 1½ pounds.

"What would the public say to that increase?" he was asked.

"They would never feel it," he stated.

O. W. Walker, of the Swift Canadian Company, taking Mr. O'Connor's statement that the public would not notice an advance of $1.20 on bread in a year, made a telling point. The per capita consumption of packing house products in Canada was 200 pounds a year, he stated, on which the packer made half a cent a pound, or a total cost to the consumer of $1 per year. If the consumer would not feel the $1.20, there was no reason why they should feel the expenditure of $1. The Board of Commerce were evidently impressed with the strength of the arguments raised, and the evident willingness of the packers to assist in any way possible toward lowering prices, and agreed to discuss the matter still further with a representative of the packers

The further discussion, however, resulted only in the very limited concessions noted above.

Montreal to Reconsider Selling by Pound By-law

Strong Representations Laid Before the City Council Result in the Appointment of a Committee to Decide Whether Action to Reconsider the By-law Would be Justified

THE members of the city council of Montreal decided recently to reconsider the position they had taken when they adopted a by-law submitted by the Administrative Commission requiring eggs to be sold by retail dealers in future by weight, and not as heretofore by the dozen. What the aldermen suggested is that the operation of the by-law be suspended until the question can be re-examined by a special committee with a view of reaching a practical solution. The matter is now referred back to the city commissioners.

The motion proposed by Ald. Sansregret declared that as the sale and delivery of eggs by wholesale merchants was by the dozen, and as the classification was according to quality and not by weight, and as the price of eggs varied from ten to fifteen cents a dozen according to quality, and as there also exists a difference from ten to fifteen cents a dozen if the smallest and largest eggs of the same quality are weighed, and as serious inconveniences would result, and as the consumer would be liable not to get the quality that he wished to buy seeing there is no mark whatever to indicate this to him.

A special committee of three aldermen, two wholesale provision merchants and two representatives of the retail trade were authorized to inquire with the members of the Administrative Commission, if it would not be advisable to

amend by-law 665 so as to find a practical solution of the problem; that meanwhile the Administrative Commission be requested to suspend all procedure taken or to be taken until this question is definitely settled, and that the petition now before the council be transmitted to the special committee."

The motion was adopted without debate.

The petition referred to was signed by some 160 farmers living in the vicinity of Montreal, who, in pointing out the difficulty that confronted them to provide themselves with scales for the weighing of vegetables, contended that the by-law was not practical, for which reason they asked it be repealed or at least suspended until a delegation representing the petitioners could submit their views to the aldermen.

It is this same by-law which requires the weighing of vegetables that contains the provision regarding the weighing of eggs.

Clerks' Efforts Increase Sales of Fish

Order Little and Order Often, Says Montreal Grocer—Sales Increasing All the Time—Get the Deliveries Out Quick

IT requires some considerable amount of trade to retain a staff of 14 men in a retail grocery and meat store. This is the number of men employed by N. Chartrand, 694 St. Antoine and Green Streets, Montreal, and the owner attributes his success to a steady interest in those things which make for success. In his own words—"it depends upon the man."

Three men are employed for the meat and fish department of the business. This is not a large and spacious store, but it is bright and provides ample accommodation for the meats and fish which are stocked. It bears out the contention so successfully made, that a large store is not essential if one wants to make progress. Profits are greater, very frequently, when quarters are confined; it is a matter of paying close attention to other things that spells success, as a rule.

Don't Overbuy

There is one way to make a success of handling fish, in the estimation of Mr. Chartrand, and that is to buy it right. The way to buy it right is to buy it often. For if the customer gets a piece of poor fish, tainted or in any way unwholesome, then repeat orders need not be looked for.

"Fish sales are better all the time," was Mr. Chartrand's statement to CANADIAN GROCER. This frequent buying is the secret of his increasing sales, and on this plan of building, day by day, he sees the volume of trade increasing all the time. Better to buy to-day what supply of fresh fish one can sell to-day and to-morrow, and probably the following day, than to load up with a big stock for a week, and then find it an excessive amount. The results will be anything but satisfactory—if, indeed, they be not disappointing and the profits practically eliminated, or even a loss entailed.

CANADIAN GROCER has interviewed wholesale fish dealers who have referred to this matter of buying. They do not want the grocer to load himself up, preferring that he order what he may reasonably be able to dispose of with profit to himself, and with pleasure and satisfaction to his own trade. For, in the very nature of things, the repeat business is what the wholesaler desires and seeks, just as does the retail distributor.

Keeping Freshness

With a view of maintaining a continuous trade for fish and meats, Mr. Chartrand has a fish case located within the store, and where a good showing is maintained. Fresh fish are kept on ice and the various kinds of smoked and packaged fish are also carried here, or near at hand. With a large sheet of plate glass in the Green Street side of the store, advantage is taken of this to make winning displays. Of course there is a heavier demand toward the end of the week for fish, and due preparation is made the day previous, supplies being secured from the importer or jobber and tastefully arranged.

Between the two departments, an entrance provides for easy access by the customer to either. This is suggestive to the customer. Making a purchase in the grocery section, she may frequently want a cut of meat, some halibut, or a fresh-caught fish. With a glass-panelled door separating the two departments it is easy, and quite natural, to pass from one to the other, and with little or no loss of time.

NEW SCALE CO. REPRESENTATION

The Canadian Kron Company has taken over the selling rights for Eastern Canada for the Brantford Computing Scale Co., Ltd., their principal office being situated in Montreal at 16 Notre Dame Street East. Offices will be opened in Quebec City and also at St. John, N.B.

CANADIAN GROCER is informed that the Canadian Kron Scale Co. has acquired a local plant and that they will make the Kron scales in Canada. These scales, it is understood, are of the heavier types such as are used in manufacturing plants. A line of warehouse trucks is also manufactured.

VISITS WESTERN MARKET

Rand. W. Sutherland, secretary and general sales manager for Norcanners, Ltd., Stavanger, Norway, with offices at 105 Hudson Street, New York City, has been spending a few days calling on the wholesale trade in the interests of their agents in Winnipeg, Donald H. Bain Co.

Mr. Sutherland has also made several trips over the prairie provinces in order to familiarize himself, first hand, as to the possibilities for his lines. As Mr. Sutherland says, it has been a revelation to him to learn of the vast markets for all foodstuff lines.

WINNIPEG GROCER MURDERED

W. J. De Forge, of De Forge and Ives, grocers, etc, Maryland Street and Wellington Ave., Winnipeg, was shot through the heart and died instantly on the night of 18th October. Mr. De Forge was working late in his store on the night in question and was on his way home when he met his death. Sergt. De Forge was well known in Winnipeg and Manitoba. When war broke out he was operating a grocery and confectionery opposite the Minto Barracks. He left the store in charge of his brother when he went overseas. Mr. De Forge was connected with the Intelligence Department of the army till it was put on a peace footing and was prominent in the recent Winnipeg strike as a special constable.

Higher Priced Molasses Likely

Advices From the Barbadoes and the West Indies Point to Advances of From 20 to 30 Cents on Present Prices

INDICATIONS point to a higher market ruling on molasses from the Barbadoes and the West Indies, and the trade will be well advised to buy of present supplies. Reports from the West Indies are to the effect that quotations will be from 20 to 30 cents per gallon higher than is at present ruling. There is a very heavy demand for molasses, and it is this very large inquiry that is contributing to the stronger levels. Limited shipping accommodation is also a factor in the higher market. Supplies on spot are ample for the demand, but old supplies are not yet depleted. Fancy Barbadoes molasses is now quoted to the trade at from $1.10 to $1.15 per gallon, and choice Barbadoes at $1. West India molasses in barrels is selling at 40 cents per gallon.

There is no change in the market for corn syrups. There is an active inquiry, dealers report, but prices are steady and strong at unchanged levels.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 11—The hog market is ruling easier and this applies to the live and dressed varieties. As a general thing this is reflected in declines for hams, bacon, barreled pork, etc. Lard and shortening are also marked down. Various cuts of meat are revised in price, a number of these being reductions. Butter is very strong, but there has been no change. Eggs have held decidedly firm, but are without change. New-laids are very hard to obtain in necessary quantities. Poultry sales are active and fish, too, is a big seller, with ample stocks to meet the needs of the trade and with little quotable change made. Trade is quite satisfactory. It is stated that packers are disposing of considerable quantities of various pork products to outside buyers, getting higher prices there for what they have to sell.

Best Live Hogs $17.00; Fresh Meat Cuts Less

Montreal.

FRESH MEATS.—The hog markets have revealed little quotable change over those of a week ago, prices being but 25c less on the lowest range. Country dressed are quoted at $22 per cwt. Various cuts of pork and beef are marked down, although both pork and beef are steady at this writing and are in active demand. Supplies are ample to meet the immediate needs and supplies are of average good quality.

FRESH MEATS—		
Hogs, live	17 00	17 25
Hogs, dressed		
Abattoir killed, small (heads off), 65-90 lbs.	21 50	25 00
Country dressed	....	22 00
Sows (heavy)	....	21 00
Fresh Pork		
Leg of Pork (foot on)	..	0 31½
Loins (trimmed)	....	0 36
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	..	0 25
Untrimmed	..	0 23
Pork sausage (pure)	..	0 24
Farmer sausages	..	0 18
Fresh Beef—		
(Cows)	(Steers)	
$0 18 $0 20 Hind quarters	$0 23	$0 25
0 11 0 13 Front quarters	0 14	0 15
0 27 Loins		0 34
0 22 Ribs		0 25
0 11 Chucks		0 14
0 17 Hips		0 18
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	0 22	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 18

Smoked Hams; Bacon; Barrelled Meats Less

Montreal.

CURED MEATS—An active trade obtains for various grades of bacon and there has been, since last report, a somewhat easier feeling, this being reflected in declines on most grades. Hams have also been easier, and there is really a lighter demand for these than has been obtaining heretofore. Barrelled pork is ruling easier with a decline for heavy mess pork.

Hams		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	....	0 36
14-20 lbs.	....	0 35
20-25 lbs.	....	0 33½
25-35 lbs.	....	0 30½
Over 35 lbs.	0 29	0 30
Bacon		
Breakfast	0 35	0 50
Wind or	0 45	0 49
Cottage rolls	....	0 32½
Picnic hams	....	0 29
Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	42 00
Plate Beef	....	32 00
Mess Beef	....	29 00
Bean Pork	....	48 00

Cooked Hams and Pork Tongues Less

Montreal.

COOKED MEATS.—Cooked hams are ruling easier, being quoted at 50½c per lb. Pork tongue is also down, the price here being 40c per lb. for the jellied variety. There is a steady trade, and for which the supplies are adequate.

Head Cheese	0 14	0 15
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 40
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, roast	....	....
Hams, cooked	....	0 50½
Shoulders, roast	....	....
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	....
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19

Shortening Prices Are Marked Down

Montreal.

SHORTENING.—Prices are marked below those of last week, the reductions being about one cent all around. This follows the easier markets ruling for pure lard. Supplies are fully maintained to meet the demands.

SHORTENING		
Tierces, 400 lb., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29¼
Bricks, 1 lb., per lb.	0 30	0 30½

Lard Prices Lower; Supplies Are Large

Montreal.

LARD.—Lower prices are effective for pure lard and the market is 1½ to 2c below that of the quotations of last week. One reason is that of accumulating supplies and keener competition. It also is apparent that the new Board of Commerce order has had some effect in easing the undertone, although one jobber states that supplies are being shipped to the United States market, where higher prices are obtainable. Local demand is still active.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 29½	0 30
Bricks, 1 lb., per lb.	0 30½	0 31

Cheese Delivery Less; Has Sent Prices Up

Montreal.

CHEESE.—With a number of factories closing for the season, the delivery of cheese to this market has been curtailed. This has had the effect (coupled with that of a heavy export demand, and domestic sales of considerable proportions) of advancing prices all around. Much export is reported to United States buyers, and with the addition of heavy shipments to European points, the local holdings are heavily drawn upon. The tendencies are very firm.

CHEESE—		
New, large, per lb.	....	0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	....	0 35

Margarine a Seller And on Steady Basis

Montreal.

MARGARINE.—A steady trade is reported. Colder weather is bound to develop business and with butter high it is doubtful if there will be much easing of prices, though there is no firmness reported this week.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb.	0 31	0 34

Butter Very Firm; Remains Unchanged

Montreal.

BUTTER.—Prices remain unchanged on butter, but the tendencies are firm. Under a constantly heavy demand from all sources, it is bound to remain high. No indications present themselves as to lower prices prevailing at this time.

BUTTER—		
Creamery, prints, fresh made	....	0 64
Creamery, solids, fresh made	....	0 63
Dairy, in tubs, choice	....	0 52
Dairy prints	....	0 52
Bakers'	0 45	0 47

Hard to Get Stocks Of New-Laid Eggs

Montreal.

EGGS.—It is increasingly difficult to obtain, from the producers, ample stocks of new-laid eggs. While these are quoted, nominally, at 72-73c, it is almost impossible to fill all orders. Selects are big sellers and the demand is keeping up from week to week wonderfully well.

EGGS—	
No. 2	0 50
No. 1	0 58

Selects	....	0 64
New laids	0 72	0 73

Live Poultry Moving; Demands Still Heavy

Montreal.

POULTRY.—Mild weather conditions have permitted the shipment of live birds, and the receipts have been quite large. All the dressed poultry received are quite readily absorbed and the domestic demand has continued brisk.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30

POULTRY (Buying Prices)	Live	Dressed
Chickens, light weights	0 21	0 26
Do., heavy weights	0 24	0 29
Ducks, young	0 20	0 25
Do., old	0 13	0 18
Geese—		
Young	0 20	0 25
Old	0 15	0 20
Fowls	0 15-0 18	0 20-0 23
Roosters	0 17	0 22
Turkeys	0 32-0 35	0 37-0 40

Plenty of Fish and Big Demand Expected

Montreal.

FISH.—Plenty of fish is asked for by the trade these days, and there is much interest in what National Fish Day efforts will reveal. The oyster trade has been improving and orders increase from day to day. Frozen and salt varieties will soon be in demand to a much greater extent.

FRESH FISH		
Carp, per lb.	0 11	0 12
Dore	....	0 20
Eels, lb.	....	0 12
Bullheads (dressed)	....	0 13
Gaspereaux, each	....	0 08
Haddies	0 12	0 13
Fillet Haddies	....	0 20
Haddock	0 07½	0 08½
Halibut, Eastern	....	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 06½	0 07½
Flounders	0 08	0 10
Prawns	....	0 35
Pike, per lb.	....	0 13
Live lobsters	....	0 35
Boiled lobsters	....	....
Salmon (B.C.), per lb., Red	0 25	0 26
Salmon Gaspe	0 28	0 30
Shad	....	0 20
Skate	....	0 10
Lake Trout	0 19	0 20
Mackerel	0 14	0 15
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 38	0 40
Swordfish	....	0 25

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	0 07
Mackerel	....	0 13
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	0 06
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 08½
Gaspe Salmon per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 27
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs	....	6 00
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	....	21 00
Codfish, No. 1, medium, bbl., 200 lbs.	....	20 00
Codfish, No. 2, 200 lb. barrel	....	18 00
Pollock, No. 1, 200 lb. barrel	....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	....	0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	2 40	2 50
Dried codfish 100-lb. bbl.)	....	13 00

PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	....	12 00
Do., half barrel	....	6 25
Mackerel, barrel	....	25 00
Salmon, B.C. (200 lbs.)	....	24 50
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 00
Kippers	....	2 25

OYSTERS		
Cape Cod, per barrel	....	16 00
Batouche, per barrel	....	15 00
Scallops, gallon	....	4 50
Can No. 1 (Solids)	....	2 40
Can No. 3 (Solids)	....	7 50
Can No. 5 (Solids)	....	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00

SUNDRIES	
Paper Oyster Pails, ⅛ per 100	1 75
Crushed Oysters Shell, 100-lbs.	1 50
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, Nov. 14—There is not much change in pork and pork products, quotations ruling at the easier levels. There is a good demand for both smoked and fresh meats. Eggs are very high and American importations are largely supplying this market. The butter market, too, is very firm and cheese is unchanged from a week ago.

Fresh Meats At Easy Levels

Toronto.

FRESH MEATS.—There are not many changes in quotations on fresh meats, and where there are any, it is mostly towards easier levels. Legs of pork up to 18 pounds are quoted at from 28 to 30 cents, and loins of pork at 36 cents. Beef prices are for the most part steady. Spring lamb is from one to two cents easier at from 18 to 21 cents, and sheep are offered at from 11 to 12 cents. The market for live hogs is steady.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	....	17 00
Live, fed and watered, per cwt.	....	16 75
Live, f,o,b,, per cwt.	....	15 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	....	0 36
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.	0 14	0 18
Picnics, lb.	....	0 23
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 23
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 10	0 25
Chucks, lb.	0 08	0 13
Loins, whole, lb.	0 25	0 32
Hips, lb.	0 15	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Lambs, whole, yearling, lb.	0 14	0 16
Spring lamb, lb.	0 18	0 21
Sheep, whole, lb.	0 11	0 12

Above prices subject to daily fluctuations of the market.

Hams and Bacon Hold Steady

Toronto.

PROVISIONS.—There are no changes in quotations on hams and bacon, the market ruling at prices ordered by the Board of Commerce. There is a good demand for smoked meats of all kinds.

Hams		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 62
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 25
Clear Bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 50

Above prices subject to daily fluctuations of the market.

Cooked Meats Have Active Inquiry

Toronto.

COOKED MEATS.—There is an active inquiry for cooked meats, and the values continue at levels unchanged from a week ago. Boiled hams are selling at from 49 to 53 cents, and roast hams at from 52 to 54 cents. Jellied pork tongue is quoted at from 49 to 50 cents.

Boiled hams, lb.	0 49	0 53
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Meat Loaf with Macaroni and Cheese, lb.	0 26	0 27
Choice jellied ox tongue, lb.	....	0 55
Jelied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Egg Quotations At High Levels

Toronto.

EGGS.—Quotations on eggs continue at as strong levels as ever. The Canadian eggs are large going overseas, and the domestic trade is being supplied by eggs being brought in from the American centres. Special new laid eggs are selling at from 75 to 78 cents per dozen.

Eggs—		
No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new laids, in cartons, dz	0 75	0 78

Prices shown are subject to daily fluctuations of the market.

Butter is Again Quoted Higher

Toronto.

BUTTER.—Butter quotations show another advance this week. The market is very strong and there is considerable export taking place. Creamery prints are selling at from 61 to 64 cents per pound.

Creamery prints (fresh made)	0 61	0 64
Dairy prints, fresh, lb.	....	0 57
Dairy prints, No. 1, lb.	....	0 54

Cheese Active at Strong Prices

Toronto.

CHEESE.—Large cheese are selling at from 30½ to 31 cents, and Stilton cheese is bringing 35 cents per pound. The market is very strong, and there is a big demand.

Cheese—		
Large	0 30½	0 31
Stilton	....	0 35

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Prices Are Steady

Toronto.

MARGARINE.—No change is reported in the market for margarine. There is an active inquiry for it at steady prices.

Margarine—		
1 lb. prints No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Lard Quotations Are Unchanged

Toronto.

LARD.—There is no change in the market for lard. Prices are ruling at the easier levels of a fortnight ago. There is a good inquiry for the lard.

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Has Active Inquiry

Toronto.

SHORTENING.—Shortening continues to sell at from 27 to 28 cents per pound. There is an active inquiry at these figures.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Whitefish is a Big Seller

Toronto.

FISH.—There is an active demand for fish, but there is a falling off in the amount of fresh fish coming forward, and frozen stuff is selling freely. Fresh whitefish is offered in good quantities at from 14 to 16 cents, and dressed at 14 cents.

FRESH SEA FISH		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	0 09
Do., heads on, lb.	....	0 08
Halibut, chicken	0 20	0 21
Do., medium	....	0 22
Flounders lb.	0 07	0 10
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	16 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	0 08	0 09
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 16
Whitefish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Receipts Are Heavy

Toronto

POULTRY.—Receipts of poultry are heavy these days, but there is a very active demand for the same. Turkeys are higher this week, young turkeys in the country costing the dealers from 35 to 40 cents. They are selling to the trade at 45 cents per pound. Spring chickens are quoted to the trade at from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 35	- 0 40
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	- 0 18	0 23- 0 28
Ducklings, 3½ lbs. up	- 0 20	- 0 27
Geese	- 0 17	- 0 23
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 20- 0 22	0 27- 0 30

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	....	0 28
Do., light	0 20	0 23
Chickens, spring	0 28	0 32
Ducklings	....	0 32
Geese	....	0 30
Turkeys	....	0 45

WINNIPEG MARKETS

WINNIPEG, Nov. 10—There is a noticeable firmness in all produce lines this week. Eggs, butter and lard are all very scarce and prices are holding very firm.

Hog Market Remains Steady

Winnipeg.

HOGS.—There has been a very steady market for hogs during the week, with prices standing as follows:

HOGS—		
Selects	....	15 00
Heavies	....	13 50
Lights	14 50	14 75
Sows	....	11 50
Stags	9 50	10 00

Better Grades Bacon Very Scarce

Winnipeg.

The better grades of bacon are very scarce. Some packers are not quoting either backs or select sides.

BACON		
Choice light, per lb.	0 53½	0 54
Heavy, per lb.	0 41½	0 42
Bellies, per lb.	0 37½	0 43½
Backs, fancy	....	0 58
Do., medium	0 47	0 48
Cooked ham, skinned, per lb.	....	0 59½

Lard Scarce; Market Strong

Winnipeg.

LARD.—As reported last week, the lard market is very strong and slight advances are noted.

LARD	
1 lb brick, 25 to case	0 37
3-lb tins, 20 to case, per case	21 00
5-lb tins, 12 to case, per case	20 93
10-lb. tins, 6 to case, per case	20 85
20-lb tins, 4 to case, per case	27 70
20-lb. pails, wood, each	7 30
Tierces, per lb.	0 34

Cheese Prices Remain Steady

Winnipeg.

CHEESE.—There has been an active demand for cheese the past two weeks. Prices remain very steady.

CHEESE		
Ontario, large, per lb.		0 31
Ontario, twins		0 31½
Ontario, triplets, per lb.	0 32	0 32¼
Manitoba, large, per lb		0 30
Manitoba, twins	....	0 31

Butter Steadily Advancing

Winnipeg.

BUTTER.—There has been a marked upward tendency in butter of late and stocks are very limited.

Finest creamery butter, in cartons, per lb.	....	0 62
Do., do., solids, per lb.	....	0 61
Choice creamery butter, in cartons, per lb.	....	0 61
Do., do., solids, per lb.	....	0 60
Dairy butter, finest, prints, per lb.	....	0 57
Do., medium, tubs, per lb.	....	0 49
Margarine, 1-lb. prints, per lb.	0 36	0 36½

Eggs Scarce; Prices High

Winnipeg.

EGGS.—Eggs continue very scarce and prices remain high.

EGGS		
Fancy cartons, per doz.	....	0 61
New laid, candled	....	0 55

Fish Plentiful; Sales Brisk

Winnipeg.

FISH.—Fish are arriving on the market in plentiful quantities and are selling readily.

FRESH FROZEN FISH		
Halibut, large, per lb.	....	0 15
Do., cases, med., per lb.	....	0 16
Do., broken cases	....	0 17
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 10
Salmon, broken cases	....	0 19
Do., case lots	....	0 18
Whitefish, dressed, case lots	....	0 12½
SMOKED FISH.		
Bloaters, Eastern, per case	....	2 90
Haddies, 30-lb. case, per lb.	....	0 14
Do., 50-lb case, per lb.	....	0 15
Kippers, fancy Western, per box	....	2 25
Do., Eastern, per box	....	2 50
SALT FISH		
Cod Steak, 2s, per lb	....	0 16
Blue Nose Cod, 20-1s, per lb.	....	0 15½
Acadia Cod, 12-2s, per lb	....	0 16
Do., 20-1s, per lb.	....	0 16
Salt Herring, ½-bbl., per bbl.	....	7 00
Do., 20-lb pails	....	1 75
Do., 10-lb. pails	....	0 90

Devonshire Fresh Pure Pork Sausage

A decidedly popular product. The result of scientific cookery methods. An appetizing repast for merchants and customers alike.

Oval Label Quality Begins at the Source of Production

And no wonder they enjoy it. Devonshire Sausage is made from selected pure pork—tastily seasoned. Every sausage of uniform flavor and quality.

Grocers find in Devonshire Sausage a quick-selling product—a repeater. Keep Devonshire Sausage in a prominent place. Let YOUR customers know that you can meet their most exacting demand for sausage. Remember this: The Armour Oval Label will solve your "What-to-Sell" problem. Write your nearest Branch House about Armour Food Products, or write direct.

ARMOUR AND COMPANY

General Offices and Plant:
HAMILTON, ONTARIO

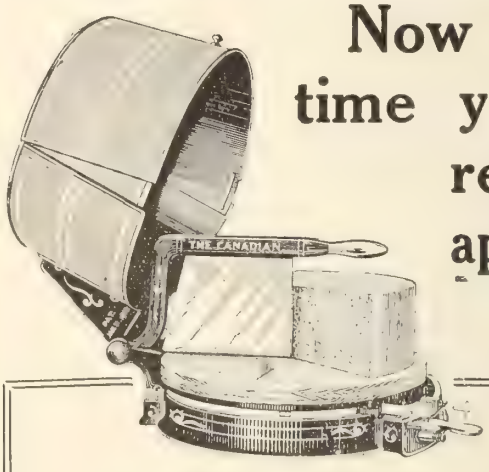
Branch Houses:
TORONTO MONTREAL
SYDNEY, N.S. ST. JOHN, N.B.

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only $18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Fish Foods

Selected, Prepared and Packed by Experts

From the careful selection of only the choicest of fish, all the way through our up-to-date methods of processing to the time when the food is packed in the tins we exercise the most careful vigilance. That ensures the quality products which we put on the market.

You can heartily recommend

¼ Oil Sardines
¼ Mustard Sardines.
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce.
Clams.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Coca-Cola

TRADE MARK REGISTERED

It's already there

You don't have to "work up" a demand for Coca-Cola in your community. It's already there—waiting for you to turn it to good account by stocking this delicious beverage and showing a Coca-Cola sign in your store.

Order your supply of Coca-Cola today. You can sell it by the bottle and by the case. The profits are worth while.

THE COCA-COLA CO.
WINNIPEG

11T

Will you have it when they call?

Schneider's Guaranteed Hams

are deliciously flavored and perfectly cured. Wherever they have been introduced they have won instant popularity. Try a sample order. If they fail to please your customers, return them at once to us.

Give them a trial to-day.

J. M. Schneider & Son, Ltd.

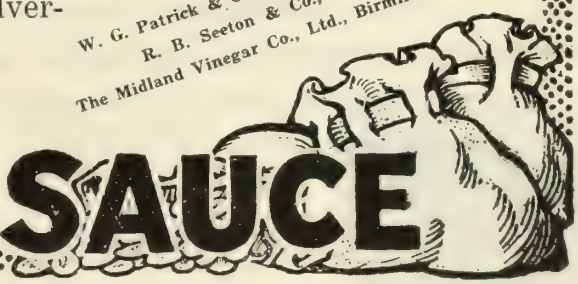
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders

England's Most Popular Sauce

is still selling freely over here—nearly all the leading grocers make a leading line of H.P. and obtain the full benefit of the money we are spending in advertising.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



H.P. SAUCE

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Y & S
STICK LICORICES
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

KEATING'S POWDER

Necessary in Every Season

To keep houses, offices, factories and other buildings clean and sanitary, an all-the-year warfare must be waged. If it isn't one insect pest it's another. Keating's "gets" them all—

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

Recommend it to your customers, display it in your windows and on your counters. It will pay you handsomely.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

MR. GROCER!

Are Your Accounts Up-to-Date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same

SECURITY ENVELOPE
FILE-CHECK SYSTEM
29 Ontario Street STRATFORD, Ont.

Canada Beaver Brand Brooms

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

Make out a trial order to-day.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber, London, Ont.
Western Sales Agency Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Modern Service
— as we dispense it —

Service "to dealers" has been the slogan of this firm since its inception.

Better service, quicker service and superior quality, have won for us an enviable reputation---a prestige that extends over half a century.

You can rely on "Walker" prices on domestic and foreign fruits, nuts, vegetables, confectionery and sundries being the most reasonable.

We can promptly fill your order and guarantee you immediate delivery.

Write for price list to-day.

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

St. Williams Preserves are always popular

THESE two St. Williams lines are now at the pinnacle of popularity with Canadian housewives.

Through exceptional quality and goodness St. Williams products have become the leading sellers of their class. They're made only from choice, selected, Nature-ripened fruits and pure cane sugar and sealed in attractive containers that make excellent displays.

Try a sample order.

Replenish your stock to-day.

Made by

St. Williams Fruit Preservers, Limited

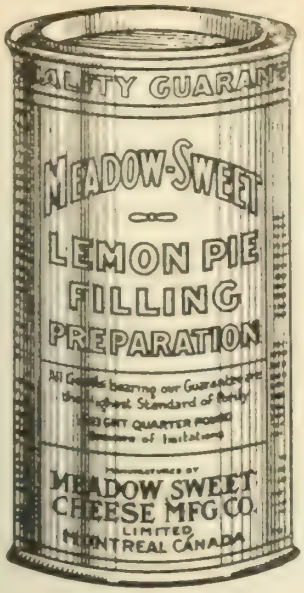
St. Williams, Ontario

Maclure & Langley

Limited

TORONTO

MONTREAL WINNIPEG



This Package Contains Enough Pie Filling for 4 Delicious Lemon Pies

The most economical pie filler on the market.

Show this package to your customers. It's a ready seller, and brings repeat business. This is the time of the year to stock this line. Packed in attractive packages. Shows a good profit. Order to-day from your wholesaler,

Or

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED

Montreal

SALT PLANT WINDSOR, ONT.

For years and years the purity and quality of Windsor Salt have been the standby in the grocery trade of Canada.

This is why practically every grocer sells

Windsor Table Salt Made in Canada

The Canadian Salt Co.

Limited

It's Profitable Because |

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS 15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

"What make of jam did you send me the last time?"

Dealers will tell you that that is the question their customers invariably ask, when their jam supply needs replenishing. They may have forgotten the name but they cannot forget the quality.

Furnivalls

Join the Furnivall dealers. The profits are good.

FURNIVALL - NEW
Limited
Hamilton, - Canada

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AGENTS—**The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

Why Grocers "Push" MARSH'S

There will be a demand for good beverages for the Holidays and many grocers are stocking Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar.

Are you prepared for this business?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

If your customers prefer RED SALMON sell them

HALLCHOICE
CHOICE RED
SALMON

1 lb. and ½ lb. tins

Harry Hall & Co., Limited
Vancouver, B.C.

Sani-Flush
(TRADE MARK REGISTERED)
Closet Bowl Cleaner

Do not think of ***Sani-Flush*** as a washing powder. It contains no soap, lye or abrasive, but is a compound prepared specifically and solely for cleaning water-closet bowls.

Sani-Flush dissolves the lime, rust and other sediment in the closet bowl and trap, thereby restoring the original whiteness and destroying odors.

Call ***Sani-Flush*** to the attention of your customers.

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul Street
TORONTO

Packaging and the H. C. of L.

The Housewife who buys *all packaged goods* really breaks her own back.

The Housewife who buys *some* goods "by-the-pound" lightens her H.C. of L. —tremendously.

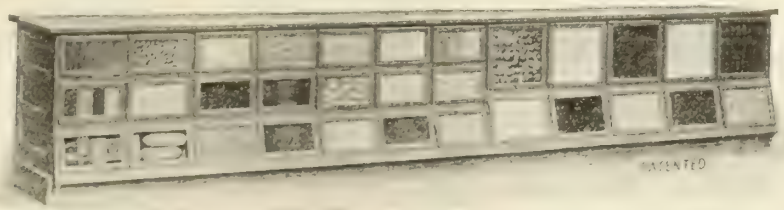
Tell her so, Mr. Grocer. *It's the truth!* It will pay you to do it! But to sell the Housewife *more Food without the package frills* — she must *know* — she must *see* — that the bulk goods you sell her are *clean*.

And you can't sell her bulk goods that are sanitary and clean without the *Sherer Food Container*—a counter that keeps clean all bulk goods it contains.

The *Sherer* is good for the Housewife. The *Sherer* is good for you, too, Mr. Grocer, just *because* it *is* good for the Housewife. The *Sherer* is good for you again—because it's convenient. It takes fewer steps—fewer motions to handle the 31 different articles it contains: the 31 are almost within your reach as you stand at its centre.

The *Sherer* easily pays for itself. And it silently stamps you as an enemy of the high cost of living—a friend of the Housewife—a sanitary, clean, up-to-date Grocer!

So write for our Catalog! *Do it to-day* —use the coupon below! It will pay!



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THE SHERER-GILLETT COMPANY,
Guelph, Ontario.

Gentlemen—Please send me without obligation your Catalog 57.

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Individual Name .....

Firm or Co. .....

Street .....

City ..... State .....

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Patentees and Manufacturers of the
Sherer Sanitary Grocery Display Counter

Guelph - - Ontario

Want More?
You Bet He Does!

You will never fill him up —but you can watch him growing daily in health and vigor when you give him plenty of

Wantmore
PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also "Wantmore" Salted Peanuts

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

This cut is one of our consumer publicity which we give you free of charge so that you may advertise "Wantmore" Peanut Butter locally.

Quality *and* Publicity

Knowing that "Wantmore" Peanut Butter was good, we launched a big consumer advertising campaign in mediums having a circulation of two million readers to notify the public of that fact. We can now be sure that this product will be an easy seller. Send us a small order for a start and prove our statement to your own advantage.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders to

S. Davis & Sons

Box 630
Montreal

Manufacturers of Good Cigars for over 70 years

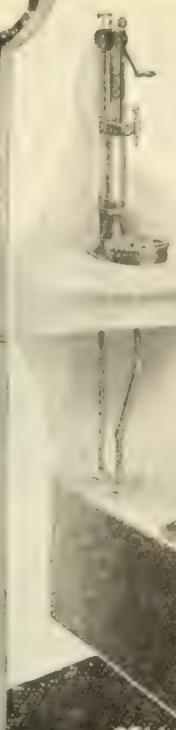
NOBLEMEN—Superiores	50, 25	$102.50*	10%	$92.25 net
Invincibles	50, 25	110.00*	"	99.00 "
Coronas	50, 25	102.50*	"	92.25 "
Junior	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures	50, 25	102.50*	"	92.25 "
Longfellows	50	75.00	"	67.50 "
DAVIS PANATELAS	50, 25	82.00*	"	73.80 "
CONCHAS	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and Perfectos	50, 25	70.00*	"	63.00 "
EL PROPOSO	100	60.00	"	54.00 "
DAVIS SUBLIMES	100	60.00	"	54.00 "
MIDGETS (20 packages of 5)	5	48.00	"	43.20 "
LORD TENNYSON	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

*$2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

Discounts shown based on purchase of at least 500 cigars assorted or of one brand.

Cash: 1% extra

Shipments prepaid to destination.



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of over-measure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER

ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres. Representatives Everywhere.

KING GEORGE'S NAVY

CHEWING TOBACCO

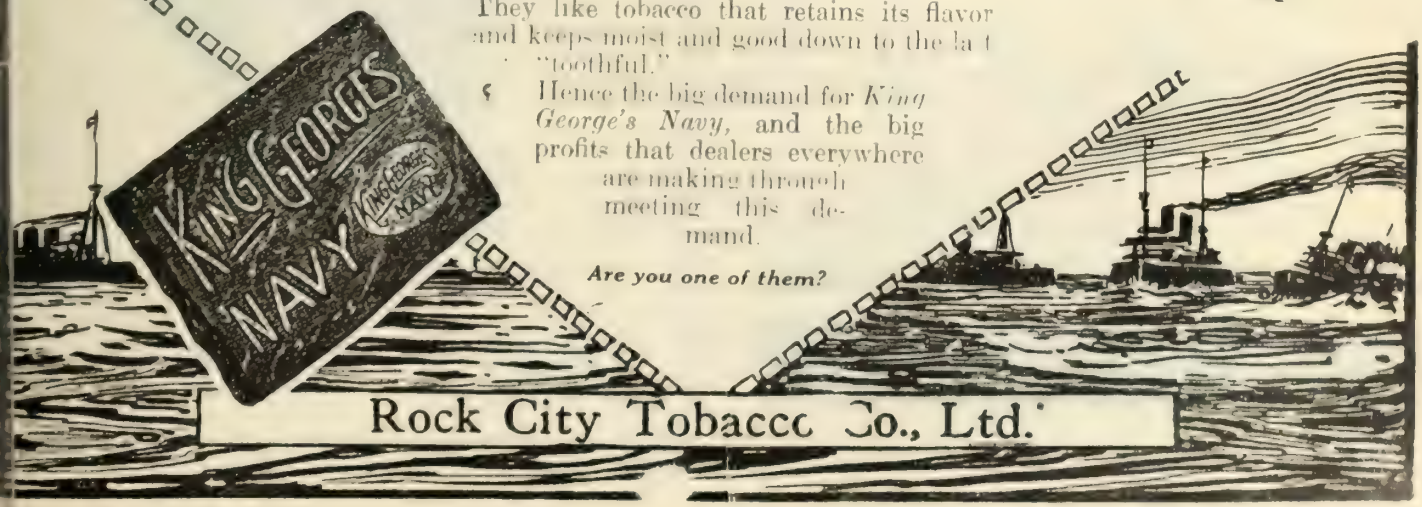
pleasing in every particular

"Chewers" generally are discriminating people.

They like tobacco that retains its flavor and keeps moist and good down to the last "toothful."

Hence the big demand for *King George's Navy*, and the big profits that dealers everywhere are making through meeting this demand.

Are you one of them?



Rock City Tobacco Co., Ltd.

SIMMS

BETTER BRUSHES AND ----BETTER BROOMS----

Are Made by Experts

WE have been making **Better** Brushes and **Better** Brooms for over half a century.

Our mechanics are experts.

Our factory is completely equipped with the best and most up-to-date machinery.

The result of this combination is the **perfect product**—the brushes and brooms that the public wants to buy.

Stock up on the famous line of

SIMMS

Scrubbing Brushes	Brooms
Shoe Brushes	Whisk Brooms
Stove Brushes	Paint Brushes
Lather Brushes	

For each sale—a good profit and a pleased customer.

Write For Prices, Etc.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes and Better Brooms for 54 Years

HEAD OFFICE: ST. JOHN, N.B.

MONTREAL LONDON TORONTO

A record winter for *OXO Cubes*

every indication of a huge demand

Heavy advertising combined with high food prices is going to make this winter a record one for OXO Cubes.

Get stocked up without delay and secure your share of the trade boom

You cannot afford to let your customers go elsewhere—and they *will* have OXO Cubes. Handy, good and inexpensive. They exactly fit to-day's conditions.

The Cubes that sell

OXO Limited

MONTREAL
356 St. Antoine Street

TORONTO
441 King St. West

WINNIPEG
203 Bon Accord Block

Sell the Canadian-Made Milk Products That You Know Are O.K.

Sell the Milk Products that you know are O.K.—the Milk Products that are Made-in-Canada.

Malcolm Milk Products are made up to a standard beyond which there is no better.

The strictest surveillance is always exercised in every part of their manufacture from the selecting of the best milk down to the sealing of the cans.

That's why you can recommend the Malcolm lines. They're good and they always satisfy.

Freight prepaid up to 50c per 100 pounds in Ontario, Quebec and the Maritimes. 5-case lots or more delivered to any point in these sections.

THE
MALCOLM CONDENSING CO., LTD.
St. GEORGE, Ontario
All-Canadian Condensed Milk Company

ROYAL ACADIA SUGAR

If suggesting Sugar say "Royal Acadia"

Be assured that she'll thoroughly approve of this standard sweetness.

Always a quality sugar back of the pyramid trade mark.

Put up in convenient sizes to fit every requirement —2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

-Confidence-

The Canadian housewife knows she can have absolute confidence in the results of her cooking if she uses Cow Brand Baking Soda. That same confidence insures you a good profit and steady sales.

Church & Dwight, Ltd.
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vase top Glass Jars, 16 oz. glass, 2 doz. case. Per doz

Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each, 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Meadow Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 90
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 80
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.65; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $2.35; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (Tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans.

Grading Coffee At Santos

Proper grading is an essential in the marketing of Green Coffee. It requires a keen and practiced eye, and correct lighting facilities.

In our grading room at Santos, a view of which is shown above, conditions are ideal for efficient grading. This careful attention to the grading of our coffee shipments, by men of our own staff, is just another feature of Aron super-service.

J. Aron & Company, Inc.

COFFEE

Importers

NEW YORK
CHICAGO

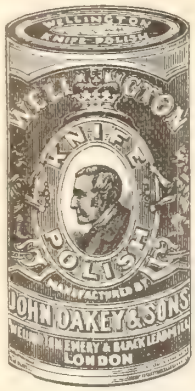
NEW ORLEANS

Exporters

SANTOS, BRAZIL
LONDON

Canadian Representatives:

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Ltd., Winnipeg
Henry M. Wylie, Halifax
Alex F. Tytler, London
R. M. Griffin, Hamilton



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO. c.
100 Emerson Place Brooklyn N. Y.

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

"Manufactured in Canada"

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.25.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.75.
Pate De Foie—¼s, 80c; ½s, $1.40.
Plum Pudding—½s, $2.45; 1s, $4.35.
Potted Beef Ham—¼s, 80c; ½s, $1.45.
Potted Beef—¼s, 80c; ½s, $1.45.
Potted Tongue—¼s, 80c; ½s, $1.45.
Potted Game (Venison)—¼s, 80c; ½s, $1.45.
Potted Veal—¼s, 80c; ½s, $1.45.
Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.
Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.
Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.
Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...
Ox Tongue — 1½s, $20.00; 2s, $24.95.
Lunch Tongue (in glass)—1s, $11.95
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincement (in glass)—1s, $3.95.
Potted Chicken (in glass) — ¼s, $2.90.
Ham (in glass)—¼s, $2.90.
Tongue (in glass)—¼s, $2.90.
Venison (i nglass)—¼s, $2.90.
Meats, Assorted (in glass)—$2.90.
Chicken Breast (in glass) — ½s, ...
Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 20c, 24s, 28c, 50s, 28c.

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case	4 20

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William

THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20 lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 80
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	28 00

INFANTS FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 00
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 05
Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ⅛s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 05
Old Virginia, 12s	1 50

Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good---perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying; and when you can offer them a tea equally as good at ten cents less, they are almost sure to be interested.

Blue Label Ludella, ½s and 1s at 50 sells at 60

SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

National Magazines Tell Housewives

of the delicious instant syrup made with

Mapleine

Your customers read these magazines. A maple-flavored syrup made at home at a 50% saving appeals to them.

They are looking to you for Mapleine—have you a good stock?

YOUR JOBBER CAN SUPPLY YOU OR

F. E. Robson, 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-489

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90
SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in cse, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 8 cakes to box, 24 boxes to case, per box	2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 90

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack, doz.	1 50

NUTS

Grenoble Walnuts
California Walnuts
Almonds Filberts
Brazils New Cocoanuts

Also a full line of Grapes, Oranges, Lemons, Bananas, Apples, etc.

WHITE & CO.

Limited
TORONTO

BROOMS

Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom
We know how to make.

ORDER NOW.

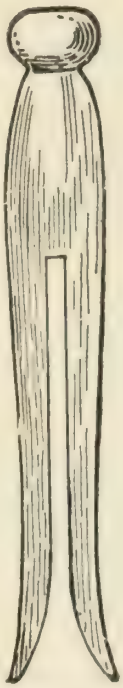
WALTER WOODS & CO.

Hamilton and Winnipeg

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Not only a curative but a body-builder

Do you recommend Mathieu's Remedies?

When customers complain of colds, grippe or pneumonia, there is no remedy you can more heartily recommend than **Mathieu's Syrup of Tar and Cod Liver Oil.**

For headache, neuralgia, nervousness, la grippe, etc., **Mathieu's Nervine Powders** are generally recognized as being thorough, reliable curatives.

This is a particularly opportune season to order a large stock.

J. L. Mathieu Co.

SHERBROOKE, QUEBEC

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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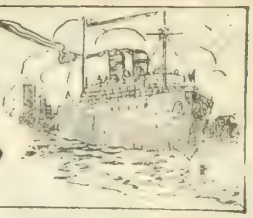
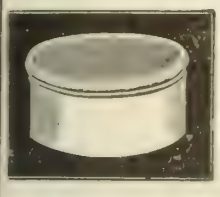
BUYERS' MARKET GUIDE
Latest Editorial Market News





STONEWARE

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

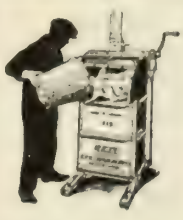
The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

SCARCITY OF SEEDLESS RAISINS

The scarcity of seedless raisins indicates that prices will be very high this fall and winter. Reports from the Pacific Coast state that supplies of Thompson's seedless are being pretty well cleaned up. In fact it is almost impossible to buy them. Quotations on any available are very high, 18½ cents being asked for them in New York. They cost 20½ cents laid down here, for new stuff, but wholesale houses this week quoted them to the trade at 21 cents.

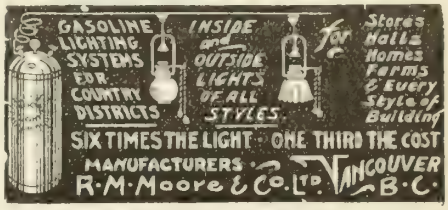


CLIMAX PAPER BALERS
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for
Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. LTD
VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS

Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY EXPERIENCED wholesale grocery shipper. Apply H. Bassett, Lennoxville, Que.

WANTED — STEADY, RELIABLE MARRIED man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

HELP WANTED

WANTED — BY LARGE MANUFACTURING concern 2 experienced salesmen with thorough knowledge of Western and Northern Ontario grocery trade. Must be first-class and fully competent. Box 766, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

BY A WESTERN COMMERCIAL TRAVELLER (now residing in Halifax) with an excellent connection throughout the three Maritime Provinces and covering same four times a year; good lines to sell on commission. Address Rolph, P.O. Box 1027, Halifax, N.S.

MANUFACTURERS' AGENT, MONTREAL, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

WANTED

AGENCIES FOR

Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.

Area: Guiana and West Indies

A. H. ROBERTS

GEORGETOWN DEMERARA

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave, Toronto, Ont.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

FOR SALE

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock $15,000 can be reduced. Fixtures $1,550. Buildings $2,800. Annual turnover $69,000. Net profits over $7,000 per annum. Post Office in connection brings over $700 a year. Town in the centre of a mixed farming district. $8,000 cash required. Apply to C. H. Clerkson, Swanson, Sask.

FOR SALE—FIRE-PROOF INTERNATIONAL acount register, 120 size, with filing drawer. Speak quick. $60. Box 506, Seaforth, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on the main street, St. Catharines, Ont. Stock and fixtures between $6,000 and $7,000. Apply Box 760, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—STOCK AND BUILDING. STORE built sanitary; floor imitation of marble. Fitted with Walker Bin wall and show cases. Business in good running order. Apply A. Glover, Kingston, Ont.

FOR SALE—CHEAP—LARGE COFFEE MILL—in first-class order. Grocer, Box 327, Barrie.

FOR SALE—GENERAL STORE AND POST Office in Country. Good trade, store and dwelling; five acres ground; easy terms. Good chance for right man. Apply Box 754, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY—PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

WANTED

IN ANY SIZE QUANTITY

JUTE - SUGAR

BAGS

AND COTTON LINERS.

E. PULLAN

TORONTO

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Something *Extra* Good in Smoked Hams!

WE are right in the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

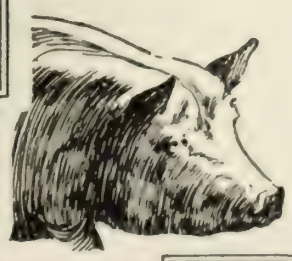
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO -- MONTREAL



Making bigger bank deposits on narrower profit margins

It's got to be done. The grocers of this country have got to succeed and make money — notwithstanding all sorts of trade limitations and profit restrictions. How can it be done? There is one big, sure way. See to your weighing. Give just weight always. The multiplied careless weighings every day eat deep into your profits. And see to your price calculations. Cut out mistakes—your own and your clerks'. Don't try to do what a machine can do better. Use a Dayton Computing and Automatic Scale—the finest in the world.

"If It's a Dayton, It's Right"
It is made in Canada

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Division International Business Machines Co., Limited, also makers of International Time Recorders and Hollerith Electric Tabulators

BUY VICTORY BONDS

Every Canadian's Foremost Duty at This Time

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 21, 1919 No. 47

To help your mince meat sales

The above is a half-size reproduction of our new and attractive store hanger. It is printed in four colors, on good stock, and was designed specially to help you sell more Bowes Mince Meat.

Would you like one? Just ask your jobber's salesman or write us direct.

THE BOWES COMPANY, LIMITED : TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

Co-operating for Results—
Our Common Objective—
SALES

"Co-operation" is the keynote of modern business. The manufacturer, the wholesaler and the dealer are all interested in the one objective, **Sales.** Their ultimate interests are identical—their dependence one upon the other makes them work together for the consumer's satisfaction.

Now of these three, the dealer is the one close to the consumer. Therefore, on him rests a big responsibility; without his intelligent effort, the endeavors of the wholesaler and manufacturer come to naught.

The manufacturer is responsible for the **quality** of the product—also for the advertising of that quality to the consumer.

The wholesaler makes it easy for the merchant to obtain his supplies—enables him to have the product always in stock.

The dealer's job is the proper introducing of the product to his customers. No matter how well the manufacturer and wholesaler do their part, many sales may be lost if the dealer is lukewarm about the introduction.

Take O-Cedar Products as an example.

If, instead of merely stocking these Quality Products and selling them when they are asked for, **grocers will mention O-Cedar when talking to or 'phoning a customer,** the work of the manufacturer and wholesaler will have been worth while.

The chain of co-operation may be strengthened, so far as O-Cedar is concerned, by the dealer mentioning O-Cedar in his advertisements in the local paper, for which we furnish electros and plates of advertisements free of charge.

Another way of carrying out this mutually-profitable co-operation is for the dealer to put in window displays that feature O-Cedar Products along with the attractive O-Cedar signs and hangers—and by placing O-Cedar Polish and O-Cedar Polish Mops where they can be readily seen by the customers.

These suggestions are not selfishly offered—they are all a part of "Good Merchandising"—they represent the dealer's end of the co-operation idea.

And it's an idea that, fully and properly worked out, means real money for the dealer himself.

Channell Chemical Company, Limited, Toronto, Ont.

O-Cedar Polish

CANADIAN GROCER [illegible] Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, June 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

"Cuts the Cost of Cooking"

The homes where Borden's Milk Products are used for every use that milk and cream can be put to find a material saving.

Tell this fact to your customers as they come in. They'll be glad of your advice and your sales will increase appreciably.

Always recommend Borden's Evaporated Milk for whipping, for soups, etc., and Borden's Eagle Brand for infant feeding or recipes calling for milk and sugar.

Remember "Borden's cuts the cost of cooking." Impress this fact on your customers.

Borden Milk Co., Limited

MONTREAL VANCOUVER

Leaders of Quality

Have you prepared for the greater demand for Mince Meat during the cold weather?

Wethey's Mince Meats

whether
Condensed in Cartons
or
Bulk in Tubs and Pails
always lead.

Order from your Jobber.

J. H. WETHEY, LIMITED

St. Catharines, Canada

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce are as popular as ever with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the highest quality with the best reputation, they are far and away the

BEST SELLERS

SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited **Montreal**

Clark's

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

NUCOA

Nucoa is a **pure,** appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of cocoanuts and milk, competing with the finest creamery butter on quality lines.
Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons
Kingston—J. Y. Parkhill & Co.
Toronto—Whyte Packing Company, Front Street E.
Galt—Glennie & Moore, Ltd.
Windsor—S. P. Lyttle, 88 Quellette Ave.

Quebec

Montreal—Labrecque & Pellerin, 11 Rue St. Timothee
Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307 Union Trust Bldg.

BUTTERS BREAD STAYS SWEET

Kkovah Health Salt

We have now made arrangements whereby we can adequately meet the great demands on all our Kkovah products so that in the future we can guarantee prompt deliveries.

Look over your stock to-day and renew your supply of Kkovah rapid sellers.

The following is a list of popular Kkovah products:

- Kkovah Salt
- Kkovah Custard
- Kkovah Lemon Pie Filler
- Kkovah Chocolate Pie Filler
- Kkovah Lemonade No. 15
- Kkovah Egg Substitute
- Kkovah Lemonade No. 25

SUTCLIFFE & BINGHAM, LTD.
Manchester, Eng.
Toronto, Canada

Maclure & Langley, Limited

Montreal TORONTO Winnipeg

The H. C. of B.

is largely caused by waste resulting from spoiled cakes, pies and pastry.

Many people do not consider baking powder a very important ingredient in baking, whereas it is *most important*—Success or failure depends upon the powder you select.

EGG-O Baking Powder

helps keeps down the *HIGH COST OF BAKING*, because, first, it is sold at a reasonable price, and second, its double acting qualities absolutely assure perfect baking at all times. Always follow the directions on the label, you use less powder.

Buying Egg-O in the larger tins is most economical for family use.

Egg-O Baking Powder Co.
Limited
Hamilton, Canada

31

THIS EDUCATIONAL ADVERTISING MEANS MONEY TO YOU

THE sales in Ontario alone in 1918 were 21 (twenty-one) times greater than in 1915. These tell their own story.

Ours is an efficient, dependable service.

BUY W-S-S WAR-SAVINGS STAMPS

Egg-O is carried in stock by all jobbers

Egg-O Baking Powder Company, Limited
HAMILTON - CANADA

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

If your customers prefer RED SALMON sell them

HALLCHOICE
CHOICE RED
SALMON

1 lb. and ½ lb. tins

Harry Hall & Co., Limited
Vancouver, B.C.

Identify your store with this widely known line of proven quality.

Furnivall's

JAMS

have a reputation for tastiness which will mean a great deal to you in bigger business. If you are not already handling Furnivall's send in your trial order today.

FURNIVALL - NEW
Limited
Hamilton, - Canada

AGENTS—**The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton**: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario**: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba**: H. L. Perry Co., Winnipeg, Man. **Hamilton**: J. T. Price & Co. **Cape Breton, N.S.**: O. N. Mann, Turnbull Bldg., Sydney, N.S.

HOPS

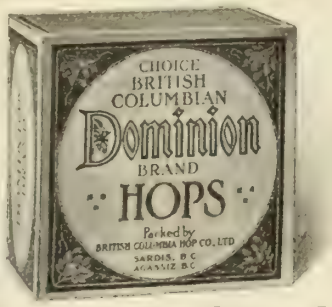
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

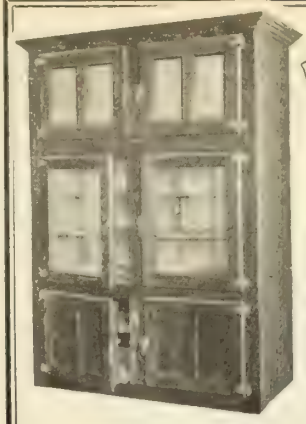
Head Sales Office:
235 Pine Street
San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



EUREKA

The

Dependable Refrigerator

A well-earned reputation. The result of over 33 years of experience in the manufacturing of but one article.

Let Us Solve

your refrigeration problems by installing **a Eureka in your store.**

If you want to overcome that weak spot in your business.

If you want the best of service.

If you want to save money.

Now is the time to get a full measure of satisfaction.

Write for Particulars and Literature.

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

A BIG SUCCESS

Brodie's XXX Self-Raising Flour

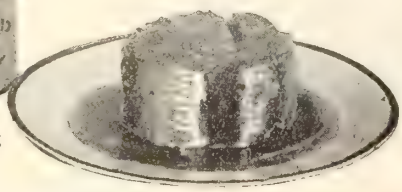
has won its way into the stores in most parts of the country. It's sure to please your customers. Tell them how good it is, and what delicious cakes, muffiins, biscuits, etc., Brodie's will make.

NOW

is the time to push the sale of Brodie's XXX Flour. Make a display on your counter. Order some to-day from your wholesaler, or from

BRODIE & HARVIE LIMITED

MONTREAL



EVERY MORSEL EDIBLE AND DELICIOUS

"What? serve a fish on her table that hadn't been cleaned"
You would insult your customer if you hinted at such a thing

"ALBATROSS PILCHARDS"

ARE CLEANED **NO ROE OR ENTRAILS**

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED

"Caught in Salt Water"

HALLPINK
choice pink
SALMON

1 lb. and ½ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co, Ltd., Quebec, Que.; J. W Gorham & Co, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

Say you saw it in Canadian Grocer, it will identify you.

Australia Came 7000 Miles

for

Wallace's Herrings

They found them worth it.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

The House *of*

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.
Address:

140 Notre Dame Ave. E., Winnipeg

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

Remember that Laundry Blues vary in strength, color and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WHEN WRITING ADVERTISERS KINDLY MENTION THIS PAPER

Have you tasted our Non-Alcoholic Liquers? If not, now is the time to get a trial order of these delicious drinks from your wholesaler, or write
S. G. BENDON UTILITY CO.
Montreal, Que.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MANUFACTURERS
do you want to market your products in MONTREAL
We can do it for you quickly, and at reasonable cost. Big demand in Montreal now for all lines of food products.
Write or wire us for information.
O. M. SOLMON
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

WHEN WRITING ADVERTISER, KINDLY MENTION THIS PAPER

There's Big Demand for REX PRODUCTS

Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder

Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

"Take It From Me"
Buy MINTO Tea

The same quality—a better package

One Pound and one nickel silver spoon (Rogers)	Two Pounds and one nickel silver fork (Rogers)	Three Pounds and one silver plated knife (Rogers)
68c.	$1.36	$2.04

MINTO BROS.

284 Church Street Toronto, Can.

How We Spread to Serve

Branch at Kitchener

Branch at Belleville

Head Office and Warehouse, Toronto

Branch at Orillia

?

Our Next Branch

John Sloan & Co., - Wholesale Grocers

To The Attentive Trader!

The week ending November 8th was the *biggest in the history of our business.*

271,405 pounds of "SALADA" in standard packets sold and shipped to regular customers.

This is at the rate of over 14,000,000 pounds a year

In Ontario alone we sold as many pounds in the week as we sold during the entire first *three* years we were in business.

Doesn't this show which way the wind blows?

"SALADA"

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

H.P. SAUCE

Sells By Merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co, Ltd., Birmingham, Eng.

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

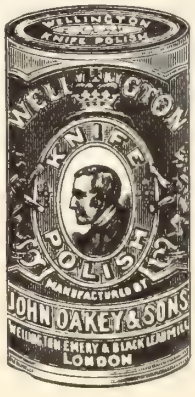
We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Get rid of the worry of trying to "match" bulk tea.

Our expert buyers, testers and blenders do it ALL for you.

The Red Rose standard of quality is always the same.

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

1870 - 1920
Fifty Years in Business

Long experience in the grocery business in Canada handling nothing but quality products has convinced us that Keen's Oxford Blue has no superior on the market.

Keen's Blue is always in demand and every sales gives satisfaction to the customer and brings repeat orders.

Magor, Son & Co., Ltd.

191 St. Paul Street W., Montreal 30 Church Street, Toronto

A Counter Display Stand like this will make your sales even more easy.

Abbey's EFFERVESCENT SALT

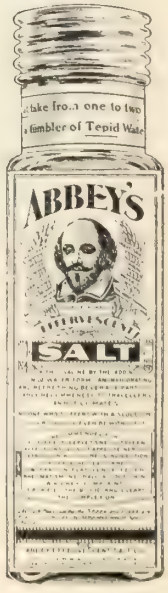
Makes Life WORTH LIVING

GROCERS SELL IT

They sell it right along; sell lots of it and make good money out of this popular specialty.

ABBEY'S SALT is a favorite family Saline to regulate the bowels, sweeten the stomach, relieve Headaches and Neuralgia, correct Indigestion, neutralize an acid condition of the Kidneys and Bladder, and act as a gentle and effective tonic on the entire system.

Our widespread advertising is making new customs everywhere.



The ABBEY EFFERVESCENT SALT COMPANY, Montreal

CANADIAN GROCER

Vol. XXXIII. TORONTO, NOVEMBER 21, 1919 No. 47

Public to Blame for Cost of Living

Investigator in New York State Finds That the Extravagant Tastes of the Public is One of the Large Causes for the Cost of Living Agitation, and That the Retailer is Free From Blame—Some Canadian Instances to Support the View

WHAT is behind all the talk of the High Cost of Living? It is entirely a matter of advancing prices, or partially at least a matter of more expensive tastes? There seems a reasonable ground for the impression that the latter is the case. In this connection the report of the investigations of Ralph D. Smith, Food Administrator of Boone County, New York, is of unusual interest:

"The fact that consumers insist upon demanding the best in food, regardless of its value in nutrition, and the Government's reckless increases of wages are responsible to a great extent for the high cost of living; there is no profiteering in Broome county," says Mr. Smith.

Just what the committee discovered and what it has accomplished is related by Mr. Smith in an interesting interview.

"Our invitation to the food dealers to meet with us met with a prompt response," said Mr. Smith. The cost of their goods to them and the prices asked by them showed no undue profits except in one or two minor cases in which the price was at once lowered to what the committee thought fair. A 'fair-price list' of meats and groceries was made and published. The prices in it were virtually the same as those formerly asked by the dealers and with a few exceptions under the prices established by the committee in New York. The exceptions were due to difference in market conditions.

"It was an education to attend these meetings. Aside from certain economic conditions which were underlying all kinds of production, particular features were brought to light which were convincing as to why certain prices, apparently so high, were not unreasonable. An interesting example of this is the case of ham.

Why Prices Vary

"'Why do I have to pay sixty-four cents a pound for sliced ham when I can get a whole ham for forty cents a pound?' a clergyman asked a meat dealer.

"'Come right down to the store,' was the answer, 'and you'll see them slicing ham now. It will be right out on the counter, different cuts in different trays. Those fine pieces such as you have for breakfast are from the centre of the ham, the best cuts. These cuts sell at sixty-four cents a pound. Then in another tray will be the slices from the shank, selling at thirty cents a pound. Now everybody wants the best cut at sixty-four cents a pound. People won't touch other cuts. Even if I keep my best cuts back for those I know can afford them, my customers will demand the best meat in the ham. And then the idea goes around that ham is at sixty-four cents a pound.'

"I state it as an economic fact that the Government and war requirements, through the creation of high-priced labor, are more responsible for the high cost of living than any dealer in necessities."

Nor is this state of affairs peculiar to this locality. Take conditions as they obtain in Canada. Every now and then instances come to the attention of the merchant of people considering less the matter of price than of quality.

It is an established fact that the demand for packing house offals, hearts, livers, brains, etc., articles that despite their advanced cost have not advanced in proportion to other lines, are not in greater demand for that reason, but show a gradually declining demand. This is the situation in Canada, and it is well known that the Wiltshire side so popular in England is not saleable in Canada, the people want the finer cuts and will not buy what they consider inferior grades at any lower figure. An instance of this was noted some few days ago when a comparatively large quantity of yellow sugar was offered to the public. Despite the fact that there has been a considerable shortage of sugar in most localities there was no rush to secure supplies. The public wanted granulated sugar, not yellow sugar. There you have one of the most cogent reasons for the high cost of living.

Western Provinces Have Disastrous Loss in Potatoes

Early Severe Cold Freezes Many Potatoes in the Ground—Loss Set at Million Bushels—B.C. Suffers Severely

ACCORDING to official figures made public recently by the Department of Agriculture of Alberta, about 1,000,000 bushels of potatoes have been frozen in the ground, meaning a loss of about $1,000,000. This is a material reduction from the figures given out a short time ago, but the estimated yield this year was only five million bushels, or two million bushels less than last year.

J. A. Grant, British Columbia, Fruit Commissioner, is responsible for the statement that nearly 50 per cent. of the British Columbia potato crop has been frozen in the ground, and that cars cannot be found to take care of the potatoes that have been harvested. Mr. Grant has just returned from an inspection trip of the Okanagan valley and district Thursday morning, is of the opinion that the potato situation is very serious indeed.

B.C.'s Heavy Loss

"Fifty per cent. of the total Ashcroft, Creston, Grand Forks and Lillooet crop has been frozen," said Mr. Grant, "while one-third of the total crop of the Okanagan valley has also been ruined through frost. Potatoes at Yakima are selling at $60 per ton and they are hard to get there even at that price.

"A greater part of the Alberta, Manitoba and Saskatchewan crop has also been ruined by the early frost and with the thermometer touching the 10 below zero mark, there is very little chance of the crop being rescued.

Car Shortage a Factor

The shortage of rolling stock has also affected the potato market to a great extent. The car shortage is prevalent all over the West and in the Okanagan district, all the cars available have been commandeered for the shipment of apples.

While no figures are available at the present time, it is said that nearly 25 per cent. of the total potato crop of Alberta has been ruined by the early frosts. For the first time in a score of years, the freeze up came in October and hundreds of market and amateur gardeners were caught unaware.

According to official figures made public by the Department of Agriculture at Winnipeg, more than 1,000,000 bushels of potatoes have been frozen in the ground, meaning a loss in the neighborhood of $1,000,000.

COFFEE DRINKING ON THE INCREASE

Prohibition has brought a big boom in the coffee industry, it was stated at the annual convention of the National Coffee Roasters' Association in session at Atlantic City.

The consumption of coffee is daily increasing and the roasters say that their industry is due for a tremendous boom. They point out that the establishment of coffee houses is not a long way off, similar to those in France, where they assert that 90 per cent. of the daytime drinking in the cafes is coffee.

The association plans a vigorous campaign to halt the large run of coffee substitutes that have developed during the last two years and will seek the enactment of laws compelling a declaration of contents on every package of substitutes sold such as now prevails in the sale of foods.

Advertising Sells 5,000 Pounds of Ham in Two Days

DOES it pay to advertise? Now and then an instance crops up to give a very forceful answer in the affirmative to the above question. Such an instance occurred recently in Winnipeg, when the P. and B. Stores, a chain that operates 17 stores in the city in the course of two days sold five thousand pounds of picnic hams.

Considering the number of stores, this would not perhaps be a very unusual occurrence had it been a regular line handled by the store that the public had come to look for from that source. As a matter of fact, however, the stores have not been accustomed to carry any line of hams, and it was a real innovation to which the public had to be educated.

The company had the opportunity to buy a large quantity at a favorable price, and having bought they set out to make a market for the produce.

The P. and B. stores use half a column each week to call attention to their stock, and on this occasion picnic hams were advertised extensively.

In two days they had sold over two tons as a direct result of a well-planned and persistent advertising campaign.

They had the ear of the public and though the public knew that they did not handle these goods as a common practice, the advertising appeal was effective in creating a brisk sale.

Pecans Will be Very High Priced

Will Not be Available for the Christmas Trade—New Tarragona Almonds on the Market at From 31 to 33 Cents Per Pound

NEW Tarragona almonds are arriving on the Toronto market, and are available for the Christmas trade. Dealers are quoting them at from 31 to 33 cents per pound. Shipments are arriving freely, now that the New York strike is ended. Distribution will be general in the course of a week. French walnuts of last year's crop and of splendid quality are being sold around 40 cents per pound. French grenobles of this year's crop will not be here in time for the holiday trade. Filberts should be fairly plentiful, dealers state, and will sell on about the same basis as almonds. There will not be many shelled pecans for the Christmas trade, as delivery is not promised until early in the New Year. Prices of pecans are extremely high, being quoted in St. Louis at one dollar per pound.

New shelled walnuts have arrived at the port of Montreal and should be on the market shortly. They will sell to the trade at 60 cents per pound. French shelled walnuts are in very light supply, and prices are so high as to make them almost prohibitive. Manchurian walnuts are filling the demands for shelled walnuts. They are quoted to the trade at from 80 to 82 cents.

The market for cocoanut is very firm, the unsweetened kind selling at 40 cents per pound, and the sweetened cocoanut at 45 cents.

SCORN NOT THE PRUNE

"Up from nothing" is an American platitude. Our rule-reversing democracy has seen many cases of humble artisans of to-day moving into the moneyed class of to-morrow. But mark the great silent upheaval that has taken place in the fruit world, the rise of the prune proletariat!

Prunes make an economical dessert, a sort of Barmecide feast that could be served for three or four meals in succession. But, like most other American immigrants, in a few generations it has emerged from the lower classes—vaulted the bourgeoisie, and now sits superlative among the money patricians.

You may not have noticed the prune much in its middle-class career. You remember it back on the farm—you ate it at your five o'clock breakfast by the flickering oil lamp on the red-checked tablecloth. But to-day they will serve you just three fat complacent prunes for dessert at your club—and you pay a pretty price for them.—The Nation's Business for November.

Another Winning Window

The Winner of the Third Prize

THIS window, which was the winner of the third prize in Class A, was dressed by Harold Crone, of the McLean Grocery, Moose Jaw, Sask., who has been a persistent winner of prizes for window dressing.

The background of the window shows some interesting novelties in the way of Santa Claus figures cut out and pasted on cardboard. Note also the effective use made of price cards. Mr. Crone states that the window was the most successful they have ever dressed in the way of actually selling the goods. The window was arranged in a series of rising shelves, as follows: Back row—Olives, both plain and stuffed. Next row—Fancy boxes of chocolate and boxes of cigars. Third row—Layer figs, ginger wine and grape juice. Fourth row—Canned fruit, oranges and apples and red B.C. jelly. Fifth row—Japanese oranges, Plot figs, marshmallows (in dishes), toasted and plain. Sixth row—Colored candles, mixed candies, mixed nuts, cranberries, mincemeat and fancy boxes of chocolate.

Develop Trade in Standard Remedies

Important Department in Stores in Country Places—Absence of Drug Stores in Near Vicinity Provides Fine Opportunity for Good Business in These Lines

A DEPARTMENT for the sale of standard remedies is growing in favor with a great many grocers, and the number who are now selling these articles are rapidly increasing. The grocer in the small country places, and in the outlying parts of the larger towns and cities are finding standard remedies a very remunerative line and their success in handling the same, according to the statement of many of them, has made it well worth while. Several merchants in the North have well-stocked departments in their stores, and when a representative of CANADIAN GROCER called on some of them in the Muskoka district, a short time ago, he learned that quite a thriving business was being done in these medicinal preparations. Of course business is best where there's no drug store, and where this is the case, such a department is almost a necessity. It is usually run in connection with the grocery business, and in some of the stores visited, a section of the shelving space is marked off for these goods.

An Important Department

"We carry a stock of standard remedies, toilet preparations, and such like, estimated at from $500 to $800," stated G. W. Lankin of C. W. Lankin Co., Ltd., Utterson, Ont. "These include the remedies of two or three of the large drug supply houses, cures for coughs, colds, as well as pain killer, various kinds of pills, turpentine, and also veterinary supplies." "We turn this stock over twice and sometimes three times in the year. We have no doctor in Utterson, and no drug store. Consequently there is a heavier demand for these remedies than there otherwise would be. Last year when the "flu" was very bad throughout the country, our standard remedy department supplied a real service to the people, and the business at that time, was naturally the largest that it has ever been." The Lankin store also carries talcum powder, shaving soap, in fact a complete stock of the articles that are manufactured by a certain firm. One large section of the shelving space behind the counter is reserved for these remedies and toilet articles, giving them a prominent place in the store, and rendering it easy for customers to see just what is carried in these goods.

A Real Revenue Problem

Occupying a corner of the grocery section of the store, the standard remedy department in the business of W. Hanna & Co., at Port Carling, Ont., is at certain seasons a real revenue producer. Situated twenty miles from a drug store, and twelve miles from a doctor, this department is very essential in the village, Mr. Hanna told CANADIAN GROCER. He carries a stock valued at $500, and as an indication of the business that is being done in these standard machines, it might be mentioned that it is turned over four and five times every year. It is an attractively arranged department in the Hanna store, and one that attracts not only the villagers, who because of service that it has rendered them, know it is there, but a large number of summer tourists who patronize it to a very great extent. In the summer months, of course, there is a drug store in Port Carling, but in spite of this fact, Mr. Hanna states that there is a very good inquiry for facial preparations, talcum powder and such like. The business in this department of the Hanna store has rapidly increased, and the stock now carried, covers a very wide range of goods, as compared with only small supplies a few years ago. In fact it is a real drug department, with the exception that there is no prescribing.

Active Sale in Remedies

Another merchant in the North who has built up a good business in standard remedies is Fred McKey at Dorset, Ont. Like the others, he has the various lines that he carries prominently displayed on the shelves. His lines consist of toilet preparations, cough cures, pills, and various other remedies for different ailments. By putting these goods out where people can see them, and letting them know what he has to offer in this regard, he has created an active demand for these various lines.

IDEAL BAKING CO. BANQUET

Bakers and salesmen of the Ideal Baking Company who have seen active service were the guests recently at a banquet given by the company in its new hall on its premises at the corner of Dovercourt road and Argyle street. All of the employees of the company were present. Nearly two hundred attended the function.

With Coffee growing a popular all the time this type of window linking up your coffee with the country of origin will encourage interest in this department and promote sales.

Good Showcard Writing Takes Time

To Get Theory and Practice Student Must Go Over Each Step Thoroughly

By R. T. D. EDWARDS

IN THE daily papers there appear at times advertisements soliciting show-card students. Great possibilities are pictured as to the incomes to be derived by show-card writers, and it is also pointed out that big money can be made while learning, absurd sums being mentioned—absurdly high even for the best in the business. Of course such advertisements are but bait held out to attract correspondence which gives even more glowing accounts of the possibilities of show-card writing. These results, though, it must regretfully be stated, are only obtainable through their "teach 'em quick methods." At least this is what they claim.

The absurdity of these advertisements is so apparent that it is to be wondered at that so many are taken in by them. In the first place these courses are supposed to put the student through from start to finish in a few weeks. But who

ever heard of a man being taught in a few weeks what it has taken others years to accomplish?

Where are the Positions?

In the second place, where are the positions for exclusive card-writers to fill? They are not to be had. If all the students taken on were to become card-writers the market would soon be so deluged with "free lancers" that few would make even an existence at it. These remarks, be it remembered, are aimed only at those who have these "get-rich-quick" ideas, not at the correspondence schools that are running straightforward business propositions.

It is true that some people learn things more quickly than do others, but generally speaking, one must take a reasonable length of time to learn each step in card-writing to get the theory and the practice, the latter being the main essential to give the writer speed and fluency in the work.

So, rather than take those so-called quick courses, let the student find out the proper kind of brushes and get a set of three red sable writers, Nos. 5, 6 and 7, and if he cannot get some good man to give him a few pointers, let him observe the work of an accomplished man. He can learn a great deal by this observation. Then it remains for him to practise and keep on practising. He can get all the show-card colors he needs at stationery or art supply stores.

The person who can put his work into actual use is the one who will advance the quickest in the work. For instance, if the student is a salesman he can obtain practice by doing the small price cards of the store, gradually working into the larger work. If he is a window-trimmer or an advertiser, the opportunities are right with him. Stick to plain work at first and employ the use of bright colors very sparingly, Mr. Student.

A word here as to brushes might be quite timely. All during the war good brushes were more or less scarce owing to the unsettled conditions of the European market, but now the question is even more difficult. France makes the best cardwriters' red sable writers, and only a fraction of the former shipments are coming through, so when the student is able to get good brushes it is advisable to keep them in good shape. Well-cared-for brushes will last the card-writer who has not a great amount of work to do, for years. There are three points which should be observed in the care of brushes.

First, don't allow the color to dry in the brush while still on the pallet. If this ever does occur, make sure that it is thoroughly softened before trying to remove it.

Second, always wash the brushes thoroughly in plenty of clean water, making sure to remove all the color.

Third, never allow brushes to stand in a pot of color or vessel of water for any length of time. This ruins the points quicker than anything else.

Get Ready for Christmas

We are now well into the Fall season and the Christmas trade is not far off, so you who have Christmas cards to prepare should be getting out decorative designs for the show cards.

Many things can be done. Get the various Xmas ideas together, work up various suitable designs for the different sizes of cards to be used, and make lay-out stencils in advance. Prepare various Xmas colors, too, such as greens, reds, gold, etc. Gold plays an important part in the decorating and should be ready and mixed at all times. It can be bought ready mixed, but can be mixed if desired in the following way:

Get the finest ground powder possible. Mix in a small open dish such as a sponge glass. To a teaspoonful of dry gold put about three or four teaspoonfuls of wood alcohol. Mix thoroughly, then add plenty of size and mix thoroughly again. Add water to the right consistency. Gold will never stay mixed, and more size will have to be added as the gold is used. Use plenty of water with it and mix just before using.

SOME SUGGESTIONS FOR SHOW CARD PHRASES

We Have Everything You Need for the Fall and Winter Season.

New Canned Goods Just Arrived.

We Specialize on Fruits and Vegetables.

When in Doubt, Use Macaroni.

FLORIDA ORANGE AND GRAPE-FRUIT SEASON GOOD

Reports from the citrus fruit sections of Florida which are further borne out by statements of the large shipping organizations and published estimates of the Department of Agriculture, indicate that the 1919-20 crop of oranges, grapefruit and tangerines is in very good condition. The older orchards from all reports have a heavier crop of fruit than last year, while there is a large additional acreage of new bearing trees with a fine crop on them. Shipments of grapefruit commenced a month ago and are now arriving in the markets in increasing volume. Shipments of the early varieties of oranges will begin this week. Estimates of the States Department of Agriculture place the total crop 700,000 boxes ahead of last season, with the principal increase in oranges. The crop is distributed among varieties approximately as follows: Oranges, 6,300,000 boxes; grapefruit, 2,300,000 boxes; limes and other small citrus, 50,000 boxes, making a total of 9,650,000 boxes, as compared with last year's total ship-

ORIGIN OF COFFEE

Abyssinia is the original home of the coffee tree and in the southern and western highlands of that country there are still immense forests of it that have never been touched.

In a report to the Department of Commerce, Addison E. Southard, U. S. consul at Aden, says:

"It is from the name 'Kaffa' that the word 'coffee' is said to have come. All accounts as to the introduction of coffee to the world do not agree, but the weight of the evidence is to the effect that the Arabs in about the eleventh century brought coffee from Abyssinia, calling it the fruit of the tree of Kaffa, from the Abyssinian province in which they got it.

"Seeds were planted in Arabia and developed the fine coffee known to-day as Mocha. Due to cultivation and the change of soil and climate, the Mocha coffee is a very great improvement over the Kaffa stock from which it originated.

"When, according to history, the Arabs overran Abyssinia in the fifteenth century and occupied the great agricultural province of Harrar, they brought Mocha coffee seeds, which were planted, and this coffee is to-day the principal agricultural crop in that province.

"Thus we have the two kinds of Abyssinian-grown coffee; the indigenous and uncultivated plant in southern and western Abyssinia and the cultivated Harrar plant, which originated from the same indigenous stock but which is very much superior owing, presumably, to cultivation and to its having come into the eastern part of the country via Arabia instead of direct, as might well have been the case."

Materials for Soap Making Still High

Oils Are in Great Demand and Supplies Are Offered Only at High Prices—Soap Prices Not Likely to Come Down

THE greatly increased demand for edible oils, particularly for some of the vegetable oils, has, as has already been pointed out, served to make the various oils used to-day very scarce and high. The use of oleomargarine in Europe is one of the reasons for scarcity of oils, and with no hope of the demand decreasing, it is not probable that there will be, in the near future at any rate, any decline in the price of various soaps. The market is very strong, and while supplies have been adequate, and the winter season will, perhaps, find the various retailers in the possession of ample stocks, decline of prices are not anticipated. There may be no advances at present, but, as pointed out by a soap man to CANADIAN GROCER, the tendencies are firm and the market strong.

An effective window arrangement for the present time when the housekeepers' attention will be readily caught by anything suggesting the needs of the coming holiday season.

Prosperous Towns Mean a Prosperous Canada

By E. M. Trowern, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa

THERE are very few people in Canada who have not heard the argument used, that in order to pay our national debt we must produce more goods, whether they are from the forest, the mine, the field or the sea, The object is to exchange these goods for other goods that we require, but which we cannot produce. The more goods, therefore, that Canada can produce the richer she becomes, and the richer that she becomes the better business place it is for those who live here. If the above argument is sound for Canada as a whole it should also be sound for any part of Canada.

Makes for Progress

Competition among nations is the strongest incentive toward progress. The Canadian people are proud of Canada because of the ideals she has set up, and she is, therefore, proud of her flag and proud of her race. This is the incentive for higher development. To build up Canada we must do as all sane men would do in their own private business; they must build up their treasury, and so we must build up the Canadian Treasury. Hundreds of millions of dollars in the treasury of any foreign country are of no use to the Canadian Treasury unless we can get some of it by exchanging our products for it.

Would Become Dormant

If the world was one great commonwealth and there was only one treasury, we would become dormant through want of competition, and we would become lost through enormity. Competition is the mainspring that forces us on toward higher ideals. This is true in every position in life. The citizens of every city, if they are happy and contented, take a pride in their surroundings. They want their city to be the best in Canada, and they strive toward that end. This produces a healthy rivalry, and so it is with the towns and villages of Canada.

Variety and Style

Follow the argument a little further, and competition among the citizens for better homes produces a variety and style that lends a charm to life, and which could not be found where every house was built after the same plan and of the same style of architecture. If legitimate competition, therefore, is an advantageous incentive among nations, cities, towns, villages and individuals, it must be encouraged and not destroyed, providing it receives no special privileges and does not undertake to take advantage of its position.

Goes Hand in Hand

Wherever there is prosperity there is usually progress. Prosperity is not always represented in dollars and cents. If it were so and all the dollars and cents in Canada got into the hands of two people, no one could say that Canada's prosperity was impaired if the amount this year remained the same as last year, or was somewhat greater, but if this condition was produced we would begin to see evidences of lack of prosperity all around us.

How About This?

In making a survey of all the towns and villages throughout Canada, can anyone say that they see great evidences of prosperity? Can they see more stores being built or new additions to old ones? Is there more paint used than formerly on the store fronts? Are the stocks doubling up or keeping pace with the population? Is there a general appearance of prosperity all around? Are there more and better pavements, better fire-fighting appliances, more contented civic employees, better paid public school teachers, etc.? If not, why not? Could it be because of the lack of pride in the town or village? Is the money that is paid to the farmers or producers passing through the town or village and circulating so that all engaged therein can have an opportunity of being rewarded for their services, or is the money going direct to one or two large mail order houses hundreds of miles away, and starving the trade of the town?

Reduce Its Power

Take the actual trade and business out of a town and you reduce its power to pay taxes. Taxes can only be paid by those who have money to pay them. Mendicants and beggars never pay taxes. Every retail merchant who has a store in a town should make it a rigid rule to buy all the things he requires from his fellow retail merchants in the town. If the goods you want are not in stock, leave your order and encourage your fellow retail merchant to stock them. If retail merchants themselves patronize and encourage mail order catalogue houses, how can they complain if others do the same thing?

Keep It At Home

If you want your town to thrive you must keep your money in local circulation. You must constitute yourself a town booster. Canada's continued prosperity depends upon her live, up-to-date towns. It is far better to have eight million happy and contented people in Canada, all having enough work to keep them busy and sufficient salaries to enable them to lay something away for a rainy day, than it is to have thousands out of employment, thousands receiving starvation wages, thousands in the poor houses, and a few living in luxury and abundance. The more active, energetic towns that we have the more equitable will be the distribution of wealth.

Vital To Our Future

Canada's future depends upon the prosperity of her towns and villages. If the towns and villages of Canada decline, Canada will also decline. If you want your town to die, take your money out of circulation and send it away to a mail order house. If you want a thriving, up-to-date place where the people love to congregate, be a town booster; take an interest in the stores in your town; encourage those who keep clean, comfortable hotels, where commercial travellers can stay with comfort and obtain good meals. If you have a local paper, weekly or daily, subscribe to it, and if you are a merchant or a manufacturer advertise in it and see that the proprietor keeps everlastingly boosting your town. If it is worth living in it is worth boosting; if it is not worth living in we would advise you to move out as quickly as possible and give place to better men.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - Vice-President.
H. V. TYRRELL - - - - - - - General Manager

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THE VICTORY LOAN SUCCEEDS

THE Victory Loan has gone across with another tremendous total, far out-stripping the objective set. There is in this fact a ground for more than normal confidence. In days past, Canada, when she wanted money, borrowed largely from abroad and that largely because there was not the money at home. But conditions in this regard have changed and citizens of Canada have subscribed billions to carry on the country's work. The success of this loan is a fine indication of the essential soundness of the country's position, and an added assurance that there is no solid ground for fear in regard to what the future holds.

PRICE FIXING A HINDRANCE NOT A HELP

JULIUS H. BARNES, United States Wheat Director and head of the Federal Grain Corporation, in stating recently that grain houses should be prepared to handle wheat free from governmental interference, made a strong plea against any further continuance of the practice of setting prices.

"All interference with the free play of the different elements in marketing," he stated, "is a hindrance and a loss both to the producer and the public generally."

As Mr. Barnes points out, price fixing eliminates the economic feature in marketing, which is of the utmost value in the distribution of products. It is the variation of price at different points that moves the goods. Price fixing, therefore, interferes very materially with efficient distribution.

MERCHANTS HELPING THEMSELVES

NO less than 1,600 local tribunals have been established in England with a view of investigating all cases of alleged profiteering. W. McCurdy, M.P., secretary of the Central Committee, recently made some interesting comments on the general situation. "One of the causes of profiteering," he said, "is the fact that the public seems to have lost all sense of what is a reasonable price. To meet this situation, which is really, perhaps, one of the most important phases of the work, the Investigation of Prices Committee is giving the people general information so as to enable them to know what are fair prices. This will help not only the people but the retailers, and I am glad to be able to say that in several of the most important retail trades there is now a movement to assist the Government in every possible way by organizing plans under which the trades themselves will take steps to reduce prices to the public and eliminate all profiteering. The grocers, for instance, are planning to draw up price lists for all articles which are uncontrollable and they expect to be able to make substantial reductions."

Editorials You Should Read

A RATHER significant sign hangs above a counter piled high with silks in a big Philadelphia department store. It reads:

WE ARE CLOSING OUT THIS LINE

Additional supplies of these silks cannot be obtained except at such an advance in price that we do not care to continue handling them. We are therefore closing out our remaining stock at less than present wholesale prices.

This great store has enough wealthy and extravagant customers to insure the sale, eventually, of such goods, no matter what they may cost. It is not closing out the line in fear of being "stuck" with unsalable merchandise, nor because of a belief that these particular silks are due for an early fall in price.

The line is being dropped because its price has reached a point where it has seriously slowed up the turn-over. Its sale is "dragging"; therefore, there is no room for it on the shelves or counters of a store whose sound management is nationally famous.

There is a hint here for merchants in all trades. When a line of merchandise gets beyond a certain price limit, it becomes a luxury for the merchant as well as for the consumer. It makes no difference that that is still a limited demand. *Limited* demands do not produce fast turn-overs. They mean loss, not profit.—*The Retail Public Ledger,* Philadelphia.

Keen Analysis of the Fruit Department

This Grocer Gives the Facts and Figures of Success

By HENRY JOHNSON, Jr.

THIS is a straight-from-the-shoulder story from a man who has built a remarkable success on the foundation of a good fruit department. Starting with the handicap of a weak business, he has made it flourish. Beginning less than three years ago with small sales, he now is turning out $12,000 worth of goods a month. From a condition of being heavily in debt—through no fault of his own—he now discounts every bill and owes very little. So he has the right to speak and be heard.

He is located in Moose Jaw, Saskatchewan, Canada, a town of some 20,000. That is so near British Columbia that it is normal and natural that he should deal heavily in B. C. apples; but you will notice that he crowds to the front any special fruit in season, keeping after the business with great zeal and intelligence. You will notice, also, that he practises the little twists and quirks of the trade, and that he enlists the enthusiasm of his clerks in the most tangible and certain way possible—that of giving them a bonus on fruit sales.

Therefore, all you have to do is study his methods. Forget the difference in location. If you are not able to get apples to advantage this fall, never mind that; work the lines you can get as he does, and you will make a success as he has made it. Finally, if you feel that you "can't do it that way," I shall agree with you! For it's the most certain thing that the man who thinks he "can't" is right; he's beaten before he starts. That is precisely what makes the opportunity for such men as Hanley; ever think of that? There's room at the top, because so few care to take the pains and make the consistent effort to climb! Get me?

Hanley's Story

"I am glad to give you details of the sweep of our fruit business and tell you how I came to make such a specialty of it. Long ago, when my partner was failing of success, I analyzed the fruit business, of which he was very fond, and which he always handled himself, and I concluded that it was the chief cause of his failure. It certainly is one of the easiest places to make heavy losses in the grocery business. Yet after watching his experience I formed the opinion that the fruit business is one part of the grocer's calling that can be made into a huge success; and by subsequent experience has borne out this opinion.

What are the great fundamentals?

1.—Fruit is something which ninety-nine per cent. of mankind always wants. You can sell the average person fruit when you cannot sell her other lines. There is an unlimited demand to satisfy.

2.—Fruit always can be attractively displayed and made pleasing to the eye

HENRY JOHNSON, Jr.

and palate. So about 45 weeks in the year we have fruit in the windows, even in this climate where "forty below" is no uncommon winter temperature, and arranged attractively in the store.

3.—Then by salesmanship fruit can be pushed when groceries cannot be pushed successfully. Ask a customer over the phone if she needs soap and either she has a supply or does not require much. Ask her if she wants oranges, and she may have those too; but there is always some fruit that will appeal to her. In that way we sell ninety-nine times out of a hundred.

4.—Very little price cutting is experienced in fruits. A woman may see oranges advertised cheaply, but she knows our reputation for fruit and perhaps sees our display, so we get the business.

Reputation Big Asset

"Year before last we arranged with some growers in British Columbia to get our fruit from them direct. This gave us a little advantage in price, but the main advantage was that we got our supplies fresh daily. We sold well and cut out the shrinkage, thus showing a good profit and building up a reputation as a good place from which to buy fruits. Only to-day a lady phoned to ask what would be the price of our raspberries of which she had been told we were getting in a carload.

"In our advertising and talks in the store we stated that if customers would advise what fruits they planned to preserve, we would tell them when we had those fruits and suggest the best time for putting them up. As we have information from growers, trade papers and crop and weather reports we can advise them fully and accurately.

"This system helped us to look ahead, plan accurately for our needs, and when each fruit was about at the peak, we would assemble our orders and tabulate amounts, then wire our requirements for immediate shipment. This cut out shrinkage apt to follow on having too many perishable goods on hand.

Immune to Competition

"We gave farmers and out of town customers a special inducement by paying express charges on five cases or over. This did not amount to much, yet was a great saving to them, thus: The charge on a case was 35c, yet it was only 35c for 100 pounds. So customers could club together and thus each would save 35c on what his single case would have cost him.

"Last year we took chance on a car of apples and had remarkable success with them. We sold about 300 cases the first few days, in less than two weeks we had a second car rolling, bigger than the first, and during the fall and winter we sold over 2,500 boxes. Of course, we advertised largely in the local papers. We put large signs on the delivery car and on the store front announcing the cars as they came and naming the varieties and prices and an offer of five per cent. off on five boxes or more.

"Some competitors had cheaper apples, others had poorer apples at higher prices. So after looking around the majority came and bought from us.

"*I also gave the clerks ten cents the box for every box they sold.*

"So you see, we start in January with apples, grapefruit, oranges, etc., and continue all through the year with fresh fruits and vegetables.

Display Value of Oranges

"I have spoken so far of preserving fruits mainly, but by making large and liberal displays of oranges and grape-

"Only a few weeks ago one of the fruit houses was long on the large sizes of oranges, so I bought 20 cases at a good price and sold them at $4.00 for the half case. I had to repeat the order. The same applies to grapefruit. Last week we had asparagus and we phoned several of our customers, who were delighted because no one else had any in town. They also remarked: 'How nice of you to think of us that way. We were just in need of something like that.'

"We often use the phone this way, many times cleaning up an entire line. This not only gives us the quick turn and prompt profit, but it plays favorites where we want to play them—among our own best customers.

"I may add another thing: *No fruit goes out unless it is first class.* If fruit comes in soft, we either preserve it ourselves or send it to the candy factory here

Continued on Page 33

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

A. W. Hicks, grocer, Hampton, N.B., has sold to R. W. Bovaird.

Quebec

C. H. Sirois, of the C. H. Sirois Co., Montreal, was in Quebec early this week.

Mr. Coleman, of the Coleman Baking Powder Co., Brockville, was a Montreal visitor last week.

The John T. McBride Co., Ltd., Montreal, has succeeded John T. McBride, wholesale importers of nuts, dried fruits, etc.

Major J. G. Carsley, director of the Lion Vinegar Co., Montreal, recently returned from overseas and is now definitely settled in Montreal.

Mr. Hutchins, of Stanway-Hutchins, wholesale teas, Montreal, returned from a hunting trip early this week. Mr. Hutchins reports the "allotted number" as his bag.

Leveson's, Limited, and the Vancouver Milling and Grain Co., Ltd., Montreal, have moved their offices from the Coristine Building to Room 310, St. Nicholas Building.

The C. H. Sirois Co., Ltd., Montreal, have accepted agencies for Quebec for John Bull Malt Flour, Blackwood's, Ltd., Winnipeg, and the American Cranberry Exchange, New York.

The Lion Vinegar Company, Drolet St., Montreal, is enlarging its plant. The new alterations will double the present capacity and a two storey addition is being erected. This will be of brick structure over encased steel. The new plant, it is expected, will be ready for occupation by the new year.

C. B. Hart has returned from a hunting trip in the North. Mr. Hart states that he wants no more venison for some years, as his wife has been serving veal roasts, steaks, stews, etc., in superabundance, and still there's little impression on the supply.

T. W. C. Binns, of the Canadian Packing Co., Ltd., Ottawa, was in Montreal on Monday. Mr. Binns reported the sales of fish for National Fish Day the biggest yet, the records having been broken. Mr. Binns further expects that this idea, as furthered by National Fish Day, has already taken hold of the Ottawa people.

Rand W. Sutherland, secretary and sales manager of Norcanners, Limited, New York and Norway, was in Montreal this week. While here, Mr. Sutherland made his headquarters with the company's Quebec and Eastern Ontario representative, C. B. Hart, Reg'd. He has been covering Canadian points in the interests of his firm for the past two months.

Ontario

S. E. Watson, Toronto, has sold out.

L. A. Blain, Gilford, has sold to G. Badger.

Ernie Schelberg, grocer, Simcoe, has sold out.

Sarah E. Watson, grocer, Toronto, has sold out.

T. E. Houghton, Toronto, has sold to J. H. Ross.

H. S. Derbyshire, Wheatley, has sold to A. Emon.

Wm. Clavir, general merchant, Powassen, has sold out.

A. L. Jeffries, grocer, Simcoe, has sold to Geo. A. Curtis.

Wm. Metcalfe and Co., Kitchener, has sold to Elmer Letson.

Fred D. Kelsey, grocer, Toronto, has sold to D. Sullivan.

Gammon and Saunders, Essex, have dissolved partnership.

Chas. Turvey, grocer, Simcoe, has sold to John A. Calder.

Mrs. A. Marzette has opened a general store at Crozier Station.

J. R. Wood, general merchant, Fergus, has sold to James Russell.

G. F. McCaig has opened a store at 170 Christie street, Toronto.

Mrs. E. Roland, grocer, Pembroke, has sold to M. Montgomery.

J. E. Hewett, general merchant, Craighurst, has sold to Eli Blueman.

Eli Blueman, general merchant, Edgar, has sold to W. I. Addison.

W. T. Stewart, general merchant, Beeton, has sold to W. D. Morton.

M. W. Stroud, general merchant, Drumbo, has sold to W. L. Murray.

Walker and Dearnley have opened a fruit and grocery at 287 Christie street, Toronto.

F. W. Silk is running a butcher and grocery business at 105 Bartlett street, Toronto.

Langford and Edwards, wholesale fruit, London, have dissolved partnership.

H. J. Byers, of Port Hope, has taken over the business of R. J. Watson, 972 Ossington Ave., Toronto.

Geo. McNeil, grocer, Haileybury has suffered loss by fire. The loss is partially covered by insurance.

A. Maclure, of A. Maclure & Co., Winnipeg, was in Toronto during the week. He will visit Montreal and other Eastern centres before returning to the West.

The annual meeting of the Ontario Associated Boards of Trade and Chambers of Commerce, which will be held in the City Hall, Toronto, Nov. 20th, commencing at eleven o'clock, will be under the chairmanship of the President, Mr. William Taylor of Owen Sound.

The grocery business formerly conducted by Oldham & Neal, 58 Follis ave., Toronto, is now controlled by Mrs. Oldham.

The store of Wm. Beatty Co., general merchants, Parry Sound, was entered recently and a quantity of goods stolen.

Re-So Commodity Co. have opened a grocery store at 1512 Shaw Street, Toronto, under the management of J. T. Norman.

J. P. Carter has purchased the business recently conducted by C. McCarthy at 450 Roxton Road, Toronto.

Robbers broke into the Mullens Groceteria, 705 Yonge street, Toronto, recently and stole an amount of goods. The thieves probably gained entrance through the back as the back window was found to be broken. No money was taken.

A company has been formed in Toronto, known as the National Showcase Company, which is being incorporated at $50 000, and which will engage in the manufacture of showcases and interior fittings. A plant has been secured in Toronto.

W. F. Hogarth, after a lapse of six and a half years, has re-entered the grocery business at 131 Syndicate Ave., Fort William. On the afternoon of the opening, Nov. 6, a tea was given by Mrs. Hogarth in the store to benefit the Ladies' Aid of McKellar Hospital, to which all ladies and gentlemen were cordially invited.

The grocery business situated at the corner of Ross and Myrtle streets, St. Thomas, and conducted for several years past by Mrs. C. Watson, has been purchased by L. G. Pearson of that city and will be run in conjunction with Mr. Pearson's Talbot street store. The move, Mr. Pearson reports, has been necessitated through his increased business in the southeastern part of the city and the difficulties continually experienced in making prompt deliveries to this section. The new store will be conducted under the management of H. Morton, who has been associated with Mr. Pearson in his up town store for a number of years.

MORRIS REPRESENTATIVES IN CANADA

Chas. W. Myers, advertising manager Morris & Co., Chicago, Ill., and O. M. Rexinger, manager of the Butterine Department, are in Canada this week. They were in Toronto over the week-end and included Ottawa and Montreal in their trip. Morris & Co. are manu-

facturers of "Marigold" oleomargarine, as well as a number of pork products, and are one of the big packers of the United States who are becoming more interested in Canadian business.

OTTAWA GROCERS OPPOSE WHOLESALER TO CONSUMER SALES

OTTAWA.—The Retail Grocers' Association at their meeting on November 13, discussed the matter of the methods of some wholesalers in selling direct to the consumer. Several cases were mentioned in which this had been done and the members were strongly of opinion that the unfair trading must be prevented if possible. At the same meeting the Pure Food Show for 1920 was under review and it was decided that Clarke Cummings, who has always been such a worker in the show, should be its president, while A. S. Moreland has consented to attend to the secretarial duties.

The members also went on record expressing the desire of all to do everything to assist the Board of Commerce in any investigation they may make, Mr. Collins voicing the general opinion of the meeting that the board were very anxious to do the right thing to the public as well as the merchants concerned.

The "Reciprocity Blackboard" that has been such a success in exchanging stocks that were slow or unsuitable from one member to another who could use them, has now the added importance that Mr. Cherry has assumed command of this department determined to make it more useful than ever.

CHATHAM, ONT., PIONEER PASSES

Hugh Malcolmson, one of the pioneer business men of Chatham, Ont., passed away suddenly on Wednesday of last week.

Mr. Malcolmson was one of the earliest grocery merchants of Chatham, and established the store that is now conducted by his son H. H. Malcolmson. He was also for many years in control of the Kent Canning Company on George Street, Chatham. Some years ago he had a fall which resulted in a stroke of paralysis that left him in such a weakened condition that he largely relinquished his business interests. While he never quite recovered from the effects of this accident he was sufficiently well to get around readily, and on the day of his death he had gone up town and was returning home when he was overtaken by an attack of heart failure and died almost immediately. During all his life he has been prominently associated with all philanthropic enterprises. Especially was he interested in the hosital. He was a figure that bulked large in the life of the community, and his death will be a very real sorrow to a very large circle of friends.

HEAVY LOSS IN B. C. POTATOES

It is estimated that one hundred cars of potatoes still in the ground, and about forty cars that were ready for shipment, have been frozen in the Ashcroft district, B. C.

This is the first time in recent history that the frost has swept the country at this time of the year with sufficient severity to freeze potatoes still covered with several inches of soil.

It is reported that the potato crop, owing to the late spring and long dry season, was later in maturing this year than usual. Under ordinary circumstances, all potatoes would have been harvested at this date, and most of them would have been sold and shipped. It is unfortunate that the late season and the early frost should visit the country simultaneously in the same year.

QUAKER OATS COMPANY VINDICATED

The appeal of Charles A. Gearhart against the Quaker Oats Company arising out of the grain deal which was heard in the court of appeal at Regina, Sask., recently, has been dismissed with costs. The judges in the appeal court sustained the judgment of the trial judge, who decided that: "the appellant, Gearhart, instructed the defendant company in May, 1917, to sell two carloads of wheat belonging to him. The wheat was sold at $2.64 per bushel. After the sale was made Gearhart refused to accept payment at this figure, claiming that wheat was selling that time at $2.95 and that the Quaker Oats Company should have got $2.95 for his wheat. The trial judge found that there was no evidence to show that any price was stipulated in Gearhart's instructions to the defendant company to 'sell.'"

WINNIPEG MILLING MAN PASSES

Francis E. Bray, secretary of the Lake of the Woods Milling Co., died at 6 o'clock this morning at the family residence, 628 Broadway Ave., Winnipeg. He ws 61 years old.

Mr. Bray came to Manitoba 37 years ago from England. He had lived in Winnipeg more than 35 years. He was connected with the Canadian Pacific Railway as travelling freight and passenger agent for six years. He was secretary of the milling company for 31 years.

In addition he was vice-president of the Keewatin Flour Mills Co., director and secretary-treasurer of the Medicine Hat Milling Co.

JOBBERS WELL SUPPLIED WITH BEANS

It is stated that the receipt of immense quantities of Japanese beans in the United States and Canadian markets has resulted in a wide sale for the same, with dealers and jobbers now supplied with plenty of stock to meet the present requirements. For this reason some expect that there will not be a great deal of movement for some weeks. It is thought that the range of prices after the turn of the year will tend to advance. In the meantime there has been a lowering of quotations in many quarters, induced by the larger receipts of Japanese varieties. The Canadian beans are said to be of a very high grade, in many instances, much better than they have been for several years.

EXCHANGE AFFECTS DRIED FRUIT MOVEMENT

Many contracts made by exporters in the United States were made without provision for the heavy reduction in the value of the English pound that has taken place. This reduction is so large that it now shows to the exporter a loss on his transaction instead of a profit as shown when contract was made There is another very strong feature which is working against the exportation of products, and that is the fixed retail price on dried fruits which prevails in the Old Country, namely, a retail price of 1s. per pound. This, with the present rate of exchange, means about 20½c, and against this retail price have to come the jobber's profit, the retailer's profit, the exporter's profit, and all transportation and handling charges. It will be seen by this that most dried fruits, on the basis now being quoted, would not go into England so they could be retailed at this figure. Evaporated apples, at present prices, would be eliminated; so would peaches; so would apricots, and so would prunes, except in very small sizes. It remains to be seen what effect this will have on domestic markets, but it should have the effect, unless the regulation is changed, of weakening domestic markets.

KEEN ANALYSIS OF THE FRUIT DEPARTMENT

Continued From Page 31

and have them make it up for us into jam. Some jam we made this way two years ago sold like hot cakes and our customers came back for more."

No Coypright on This Plan

There it is, all in a nutshell. It is not copyrighted nor patented. You are at liberty to take and use it free as air. Get the fundamentals.

Excellent supply; scrupulous care in handling to maintain high quality; the building of a reputation for quality, the insistence that never, in any circumstances, anything shall be sold that is not in prime condition.

That is followed by consistent advertising. The space used is not large, but it is filled every Friday afternoon with real *news*. There is nothing flat or stale about Hanley's advertising. It is not confined to stilted, awkward "announcements," but runs into readable, live news that any customer will take interest in reading.

Then there is display—bright, rich, yellow grapefruit; fine, uniform oranges; luscious, deep-toned, red apples—can't you just *see* Hanley's windows? You can, sure! And why? Because we all know how fruits look, yet never tire of them because they are made up of natural colors which are always harmonious, pleasing and restful to the eye! It's the same with customers. They are just "humans" like we are, you know, and the same colors and harmony appeal to them.

That's all there is to it. Excellence, well displayed and told about—and you have a successful fruit business!

NEWS FROM WESTERN CANADA

Western

The Eastwood Store, Edmonton, Alta., has sold out.

Louis Biettel, general store, Limerick, Sask., has sold out.

T. S. Lawley, general merchant, Blucher, Sask., has sold out.

The Milner Trading Co., Lamont, Alta., has sold to M. Letowsky.

Tyre Bros., general merchant, Strome, Alta., has sold to W. T. Phipps.

Geo. Broder, Bechard, Sask., has been succeeded by Shannon Bros.

F. Manley, Empress block, Winnipeg, has just secured Lysol and other lines of toilet preparations, soaps, tooth-paste and tooth-powder, etc., manufactured by Eucryl, Ltd., London, Eng., for Western Canada. From Port Arthur, Ont., to the Pacific Coast.

L. T. McLandress, general merchant, Redvers, Sask., has sold to R. Dermody.

J. B. Muter, general merchant, Hawarden, Sask., has sold to Clark's, Ltd.

John Littlejohn and Son, general merchants, Eston, Sask., have changed their name to J. Littlejohn and Son., Ltd.

L. E. Moen, general merchant, Webb, Sask., has sold stock and fixtures to Paul Geltner.

A. J. Ainsworth, grocer, Edmonton, Alta., has been succeeded by Mr. Aylmer.

The Oriental Invasion of the Prairies

Chinese Restauranteurs and Merchants Spring Up Like Weeds in Multitude of Communities—A Danger to the Trade That Should be Faced

ONLY the commercial travellers who visit towns throughout Western Canada have a true conception of the lengths reached by the rapid invasion of Orientals. In every hamlet, town and village from the Great Lakes to the Pacific coast there are Chinese restaurants, confectionery stores, laundries, and in some cases specialty stores for the sale of Oriental wares. Most hotels have Chinese cooks and in Saskatchewan and Alberta particularly, the hotels have Chinese or Japanese porters who meet the trains, also Oriental bell boys.

A representative of CANADIAN GROCER who has travelled extensively over the Northwest during the past two months, has been struck by the vast number of Chinese who are flooding into the country. They are now so thoroughly entrenched in business and in the life of the various communities where they have settled as to be not easily disposed of, even if the Government thought fit to take a hand. It seems quite apparent that there is some central Oriental organization at work to locate towns and villages in which their countrymen are not established. In any event, the word is being passed quickly through some channel where such an opening is located and it is soon filled. There were Chinese in every town and village visited by the representative of this paper. In one or two instances, notably at Canora, Sask., they have forced the local hotel to close its dining room, being unable to compete with prices made possible by cheap labor and cheap quarters. There are towns in the West where the hotels are operated by Chinese. The Chinese are gradually slipping in, and they appear to be welcomed by the various cities and towns in the West. In any event their establishments, dirty and ill-smelling, as they usually are, find ready patronage from all classes, notably from farmers.

Recently the Oriental question was taken up at a convention of Retail Merchants at Medicine Hat, when complaint was made that Chinese were taking the cigar, soft drink and confectionery trade that should go to help out the grocery business. Nothing was done, however.

The curse of the Chinese invasion is that they hoard their money for the holiday to be spent at home in future years. Never a cent is spent for home building, for good clothing, or any of the ordinary things purchased by prosperous merchants. Instead, the Chinese hive up in close quarters in their restaurants or stores, live on rice and cheap foods, dress poorly, gamble, and take no part in the development of the community. There is a real problem here for the future. At the present time it is not realized for the various towns are interested only in their own problems. The matter is really one for Government action.

Will it come to this? Will the Chinese invasion of Western Canada reach such proportions in say 25 years' time that even the post office must be protected from them. This humorous picture was taken in the town of Cabri, Sask. The building now occupied by the post office was formerly operated as a restaurant, and as there were four Chinese cafes in the town, the proprietor sought to obtain patronage by advertising that only white help was employed at his place. Alas, he was frozen out by the Oriental. When the postmaster put up his sign he neglected to move the one used by the restaurant.

Here is a sample of the Chinese merchants who are not only going into the restaurant business on a wholesale, but are also cutting into the legitimate trade of retail merchants all over Western Canada. They handle candy, fruits, cigars, etc. The high-class equipment shown in this picture is on a par with that used in many Chinese restaurants.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE markets generally throughout the Dominion are very strong, with scarcity of goods reported in a number of lines. The sugar situation does not improve as quickly as one would wish and the market is still one of restricted supplies, with prices very strong.

MONTREAL—A third advance has been registered for fancy molasses and the puncheon price, Montreal delivery, is now $1.20 per gallon. Some suggest another advance of 10c. The market is extremely firm and this bears out most definitely the recent forecasts made in CANADIAN GROCER. Other advances include those for canned and evaporated milk, yeast, peanuts and potatoes. Apples are also decidedly firm.

The sugar situation is still one of restricted supplies and steadily heavy demand, prices being firm, but unchanged. Dried fruits are coming to hand, are opening up well and prices on all lines are fully maintained. Some importers state that there will be no reduction of price and that stocks will soon be dissipated. Ginger is firm. Oats are higher in price.

Declines are made for kippered and plain herrings and herrings in tomato sauce are also lower 50c per case. Canadian beans, under the influence of the Japanese bean competition, have been easier. Cornmeal and rolled oats are marked down this week. Feeds are selling in some quarters at cut prices and the demand is not active. Teas are firm and active.

TORONTO—The sugar market is generally very firm, with improvement as far as supplies are concerned not particularly marked. Refiners state that the situation will gradually improve, but wholesalers express the opinion that supplies are yet far from being adequate. The market for molasses is strengthening, and as stated last week, all advices from the Barbadoes and the West Indies point to higher prices ruling before long. Corn syrups are selling freely, but are unchanged in price. Cereals are very firm and in some instances, in the case of package goods, higher quotations are named this week. No changes are reported in canned goods, the scarcity of some fruits being very pronounced. There is an unusually active market in canned goods at the present time. The inability to secure supplies of candied peel is causing some concern and the market for same is very strong. California raisins, too, are none too plentiful and prices are high. Thompson's seedless on spot are quoted at 21 cents and supplies are very light. Grecian currants are arriving freely and are selling to the trade at 21 cents. Rice is very firm. Teas and coffees are holding at unchanged levels as far as the spot market is concerned. But primary quotations are continually advancing and stocks are becoming very much depleted. New Tarragona almonds are arriving for the Christmas trade and are being quoted at from 31 to 33 cents per pound. All advices point to higher quotations on spices in the near future.

The feature of the produce markets is the advance to 80 and 85 cents per dozen for new-laid eggs. Creamery butter is also higher at from 64 to 66 cents and cheese has risen a cent and a half per pound. Fresh pork and all pork products are steady.

WINNIPEG—The Western markets are all very strong. New advances are named this week on B.C. Rogers syrups, ranging from 35 to 43 cents per pound. The scarcity of raisins is also giving some concern and the prices are very high. Indications point to even higher levels ruling before very long. Sugar is still scarce and very firm. Teas and coffees are very strong, but spot quotations, on the whole, are unchanged. Rice is also firm and unchanged. Flour and cereals are in very active demand. Produce markets show advances and scarcity of dairy butter is pronounced.

QUEBEC MARKETS

MONTREAL, Nov. 19—An active trade is reported among grocery jobbers, the retail trade taking on an activity which manifests itself at this season of the year. Prices are marked up on a number of lines and there are also a few declines.

Canned and Evaporated Milk Up; Yeast, Too

Montreal.

MILK, YEAST.—Prices are advanced on Eagle Brand evaporated milk, increase being 20c per case to $9.80. Evaporated, also, in the family size, is marked up 25c per case to $6.25.

White Swan yeast cakes are advanced 10c per box to $1.60.

More Raw Sugars Come To Refiners

Montreal.

SUGAR.—The movement of raws to the refineries has been improved this week, although transportation is not any too satisfactory. Prices are without change, and the tendencies are very firm all around. Demand is still re-

ported to be in excess of the available supplies.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 25
Acadia Sugar Refinery, extra granulated	11 25
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	11 25
St. Lawrence Sugar Refineries	11 25
Icing, barrels	11 45
Icing, 25-lb. boxes	11 85
Icing, 50-lb. boxes	11 65
Do., 1 lb.	12 80
Yellow, No. 1	10 85
Yellow, No. 2 (Golden)	10 75
Yellow, No. 3	10 65
Yellow, No. 4	10 55
Powdered, barrels	11 35
Powdered, 50s	11 55
Powdered, 25s	11 75
Cubes and Dice (asst. tea), 100-lb. boxes	11 85
Do., 50-lb. boxes	11 95
Do., 25-lb. boxes	12 15
Do., 2-lb. pack	13 25
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.)	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	11 85
Crystal diamonds (100-lb. boxes)	11 95
Crystal diamonds (50-lb. boxes)	12 05
Crystal diamonds (25-lb. boxes)	12 25
Crystal diamonds (cases, 20 cartons)	13 00
Demarara light, per lb.	0 10

Some Hesitated But Now Take Canned Goods

Montreal.

CANNED GOODS.—For a time there was a tendency on the part of the buyer to accept delivery of booked orders. There has been a disposition of late, however, to accept the supplies ordered. As a consequence there has been a fairly wide distribution. Prices are quite firm on most lines. Kippered herrings are quoted down 50c per case of 4 doz., the B. C. varieties being quoted at $8.75 for kippers and in tomato sauce. The plain are quoted at $6.75. Lombard plums, in light syrup, are quoted at $2.45 per doz.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	4 85	5 26
Beans, Golden Wax	1 85	2 00
Beans, Refuge	2 00	2 10
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 65	1 70
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	....	2 85
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Do., 2s	....	1 50
Do., 2½s	1 85	1 90
Do., 3s	....	2 15
Do., gallons	6 00	7 02½
Pumpkin, 2½s (doz.)	....	1 10
Do., gallons (doz.)	....	3 25
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75

CANNED FRUITS

Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	....	5 25
Blueberries, ½s, doz.	....	0 95
Do., 2s	2 25	2 40
Do., 1-lb. talls, doz.	....	1 85
Currants, black, 2s, doz.	4 00	4 65
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 50	4 75
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, 20 oz., doz.	....	....
Do., No. 2	3 00	3 75
Do., 2½s (light syrup)	4 00	4 75
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	....	2 80
Do., in light syrup	....	2 45
Gages, Green, 2s	....	2 45
Do., light syrup, 2s	....	2 00
Raspberries, 2s, black or red, heavy syrup	....	4 70
Strawberry, 2s, heavy syrup	....	4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.	....	4 30
Cohoes, 1-lb. tall	....	3 75
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 40
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48 1s	....	1 90
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	....	2 60
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb. doz.	3 00	3 10
Do., ½-lb. tins, doz.	....	5 50
Do., 1-lb. talls	....	8 25
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	8 25
Lobster paste, ½-lb. tins	....	3 50
Sardines (Amer. Norweg'n style)	....	14 50
Do., (gen. Norwegian)	21 00	22 25
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	....	2 40
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 50

Peanuts Are Higher; Is Wide Distribution

Montreal.

NUTS.—One jobber has already advanced his prices for peanuts in the shell one-half to one cent per pound. The market is a strong one and some expect that there will be higher prices still. Shelled, No. 1 Spanish, are also higher. It is stated that the prices will be higher ere long for all salted nuts owing to the active buying of oils by the users. There is a wide distribution of nuts at this time, and at full prices.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled	....	0 62
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 26
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prices Are Less On Canadian Beans

Montreal.

BEANS.—One jobber has reduced his prices on Canadian beans to $5.10 per bushel. There has been some pressure from the fact that large quantities of Japanese beans have been brought into the United States and Canadian markets and these have sold at favorable prices. Now that a wide distribution of these has been made, it is expected that the movement for the next few weeks will be slower. Demand has been very satisfactory, seasonably speaking.

BEANS—		
Canadian, hand-picked, bush.	5 10	5 25
British Columbia	....	5 00
Brown Beans	3 50	4 00
Japanese	....	5 25
Yellow Eyes	....	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 15
Kidney beans	6 00	6 50
PEAS—		
White soup, per bushel	....	4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

Dried Fruits Active; Peels Reported Scarce

Montreal.

DRIED FRUITS.—All varieties of dried fruits are moving actively. New Greek currants arrived last week and are selling rapidly. The quality is reported good. Raisins and prunes have been received, and these are quickly reaching the consumer. It looks as though prunes would find the consumer much more quickly than usual, and the prices are very firm and high. New table raisins are expected to arrive from Europe ere long. Evaporated apples have been passing out to the jobber freely. The prices on these are held at well over 20c to the jobber. Smyrna table figs are to hand and are quoted at 40c for four-crowns; 42c for 5's; 44c for 6's; and 7's are selling at 45c. Spanish figs, in mats, are selling at around 15-16c in mats.

Apricots, fancy	....	0 32
Do., choice	....	0 28
Do., slabs	....	0 26
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	0 24	0 26
Pears, choice	0 25	0 26
Drained Peels—		
Lemon	0 46	0 47
Orange	0 47	0 48
Citron	0 62	0 63
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	....	0 14
Do., 3 crown	....	0 18
Cal. seedless, cartons, 16 oz.	....	0 23
Fancy seeded	....	0 14
15 oz.	0 16½	0 17
11 oz.	0 13½	0 14
Seedless, 15 oz. pkg.	....	0 23
Currants, Greek, 15 oz.	0 24	0 25
Curants (Amarites), recleaned	....	0 22
Dates, Excelsior, per case (36-10s)	....	5 75
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	7 25
Packages only, Excelsior	....	0 20

Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 28-lb. boxes, each		0 14
Do. (28 8-oz. boxes)		3 50
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)		
30-40s		0 35
40-50s		0 30
50-60s		0 25
60-70s	0 22	0 25
70-80s (25-lb. box)	0 19	0 22
80-90s	0 17	0 19
90-100s	0 16	0 17
100-120s		0 17

Another Advance Takes Molasses to One-twenty

Montreal.

MOLASSES.—The indications and actual forecasts of CANADIAN GROCER on the molasses outlook have been borne out in the advances registered during the past week or two. This week another advance has been registered of 10c per gallon, the puncheon price, Montreal delivery, now being $1.20, with usual differentials. One importer said that prices would reach $1.25, probably $1.30, before long. The cost to import, on the basis of January delivery, is said to be over $1.20 to the importer. A shipload of 4,000 puncheons is reported to have gone to the bottom, and this was a big loss, under the present conditions of supply. Higher prices are decidedly probable.

The use of corn syrups continues and prices are unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.		0 08⅓
Half bbls.		0 08½
Kegs		0 08¾
2-lb tins, 2 doz. in case, case		5 45
5-lb. tins, 1 doz. in case, case		6 05
10-lb tins, ½ doz. in case, case		5 75
20-lb. tins, ¼ doz. in case, case		5 70
2-gal. 25-lb pails, each		2 60
3-gal. 38½-lb. pails, each		3 85
5-gal. 65-lb. pails, each		6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case		5 95
5-lb. tins, 1 doz. in case, case		6 55
10-lb tins, ½ doz. in case, case		6 25
20-lb. tins, ¼ doz. in case, case		6 20
Cane Syrup (Crystal) Diamond—		
Barrels, per 100 lbs.		10 25
Half barrels, per 100 lbs.		10 50
Glucose, 5-lb. cans (case)		4 80

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Rices Are Holding And in Fair Demand

Montreal.

RICES.—The markets are quite unchanged and little new feature is reported in this market. Firm prices are quoted in all nearby markets, and it does not seem, at this time, that the markets will record declines. Some heavy producing centres are said to have been greatly affected by severely wet weather.

RICE—		
Carolina, fancy	17 00	18 00
Siam No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Patna	0 14½	0 15½
Broken rice, fine		7 00
Do., coarse	8 50	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Tapioca (pearl)	0 12½	0 14
Tapioca (flake)	0 11	0 13

Note—The rice market is subject to frequent change and the price basis is quite nominal.

Much Tea Selling; The Tendency Upward

Montreal.

TEAS.—Prices have held very firmly on all grades of teas. The local movement has been active and prices are tending upward. A large Chicago importer was in Montreal this week and reported that he was picking up teas in New York, the situation in the growing markets being such as to disappoint the importer, in both the matter of supplies and price. Restrictions having been removed, as to the import into England and Norway, of Javas, these teas have been in demand there, and the scarcity already reported, has been thus heightened by this added factor. Cabled advices confirm increasingly high prices in the East.

Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 48
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spot Coffee Firm; Trade Keeps Active

Montreal.

COFFEE, COCOA.—The spot coffee market is steadily firm and quite active. Sales are made right along to the trade, and there is every reason to anticipate a good trade.

Cocoa is firm and there have been advances for some of the private brands. The movement of bulk cocoa has been quite active.

Coffee		
Bogotas, lb	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
Cocoa—		
In 1-lbs., per doz.		5 25
In ½-lbs., per doz.		2 75
In ¼-lbs., per doz.		1 45
In small size, per doz.		1 10

Ginger Prices Firm; Spice Market Active

Montreal.

SPICES.—"As far as transportation is concerned, there has been much difficulty of late." This was the expression of a large importer, and it has meant trouble in supplying the trade with requirements. Gingers are very firm and high. In fact there is not an item in the list which is really easy in the undertone.

Allspice		0 22
Cassia (pure)	0 33	0 35
Chickory, Canadian, lb.		0 20
Cinnamon—		
Rolls		0 55
Pure ground	0 35	0 40
Cloves		0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger		0 29
Ginger (Cochin or Jamaica)		0 31
Mace, pure, 1-lb. tins		1 00
Mixed spice	0 50	0 52
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
64, lb.		0 45
80, lb.		0 43
100, lb.		0 40
Nutmegs, ground, 1-lb. tins		0 65
Pepper, black	0 38	0 40
Do., special		0 32
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk		2 00
Carraway (nominal)	0 30	0 35
Cinnnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Honey is a Seller On Steadied Basis

Montreal.

HONEY AND MAPLE PRODUCTS.—The markets on these commodities are seasonable and there is little change, particularly on maple syrup and sugar. The honey movement is fairly steady, and quantities appear to be ample for all needs of the trade. Prices are maintained without change.

Maple Syrup—		
13½-lb. tins (each) (nominal)		
10-lb. cans, 6 in case, per case		16 70
5 gal. (Imperial), crated		16 60
Maple Sugar (nominal), small lots, cases of 25 lbs. gross, case		7 00
In cases of six, 5-lb. blocks, cs.		9 60
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 26
In tins, 60 lbs., per lb.		0 24
30-lb. pails		0 25
10-lb .pails		0 26
5-lb. pails		0 25
Buckwheat (60 lb. tins), lb.		0 19

Slightly Lower Are Cornmeal; Rolled Oats

Montreal.

CEREALS.—The prices have been easy on rolled oats, and these are selling as low as $4.75 per sack to the trade. Cornmeal is also easier in one quarter, the golden selling at $5.50 to $6. Oatmeal is a trifle lower at $5.35 per sack.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	6 00	6 25
Barley, Pot, 98 lbs.	5 00	5 50
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (new)		6 00
Hominy grits, 98 lbs	6 00	6 50
Hominy, pearl, 98 lbs.		6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 35	5 50
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 50	7 25
Rolled oats, 90-lb. bags	4 75	5 00
Rolled wheat (100-lb. bbls.)		7 10

Package Goods in Fair, Steady Demand

Montreal.

PACKAGE GOODS.—There has been little of a new nature in the package goods market. Prices have been maintained without change and for the various cereals the demand has been normal and fairly active.

PACKAGE GOODS

Corn Flakes, 3½s. Case	3 50	3 65	3 75	3 90	4 25

Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	4 60
Oat Flakes, 20s	....	5 40
Puffed rice	....	5 25
Puffed wheat	....	4 25
Farina, case	....	2 35
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Pancake flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-Raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12
Flour, Tapioca	0 15	0 16

Flour Quite Active, But No Changes

Montreal.

FLOUR.—The domestic trade is reported normal and supplies are ample to meet all needs. The mills are working on the last big order received for upwards of half a million barrels. The tendency of the market indicates firmness.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Feed Trade Lags; Tendencies Lower

Montreal.

FEEDS.—The market tendencies are lower for various feeds, and it is stated that some price-cutting has been going on in shorts and bran. Mild weather and no snow on the ground have served to curtail demand, while the mills have been milling much flour to fill export orders, with a consequent accumulation of bran and shorts. Gluten feed is quoted down $2 to $4 per ton.

Shorts—		
Mixed cars	....	52 00
Bran—		
Mixed cars	....	45 00
Crushed oats	60 00	68 00
Barley chop	64 00	70 00
Special, middlings	61 00	62 00
Feed flour (98 lb. sack)	....	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	62 00
F.O.B. Fort William	....	58 00

Hay Trade is Poor; Grain Scarce and High

Montreal.

HAY AND GRAIN.—There is very little new in the hay situation. Prices have remained unchanged and the deliveries by farmers have been slow, owing to the condition of the roads and also because the farmers want full prices for their supplies.

The grain markets are firmer and some varieties are difficult to obtain, barleys not being quoted this week at all, while oats are marked higher.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	23 00
Do., No. 2	....	22 00
Do., No. 3	....	20 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	0 98
No. 3 C.W.	....	0 96
Extra feed	....	....
No. 1 feed	....	....
No. 2 feed	....	....
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....

Potato Prices Higher; Spanish Onions, Too

Montreal.

VEGETABLES.—Prices are higher on potatoes, and the range quoted runs as high as $2.50 per bag of 90 pounds. Spanish onions are also marked up to $7.50 per case. There is a fair trade for coarse roots, and imported green vegetables are selling seasonably well.

Beans, new string (imported) hamper	....	4 00
Beets, new, bag (Montreal)	0 90	1 00
Cucumbers (hothouse), doz.	....	2 00
Chickory, doz.	....	0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag	....	1 00
Celery, doz.	0 50	1 00
Garlic, lb.	....	0 28
Lettuce, Boston (2 doz. crate), crate	....	2 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Marrows, Vegetables, doz.	1 00	1 50
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 50
Onion, yellow, 75-lb. sack	....	5 00
Do., red, 75 lbs.	5 50	6 50
Do., crate	....	3 00
Do., Spanish, case	6 75	7 50
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 25
Potatoes, Montreal (90-lb. bag)	1 85	2 00
Do., sweet, hamper	....	3 25
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes (Montreal), baskets	....	1 25

Best Apples Are High; Cranberries Marked Up

Montreal.

FRUITS.—Prices on best grade apples are fully maintained, and in some instances select grades are quoted at $10 per barrel, wholesale. There is a good demand for these. Cranberries are selling up, $12 per barrel being quoted in one quarter. There is no further change in citrus fruits this week.

Apples—		
Baldwins	7 00	7 50
Ben Davis, No. 1	5 50	6 50
Do., No. 2	....	5 00
MacIntosh Red	....	9 00
Fameuse, No. 1	8 50	9 50
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	8 00	9 00
Wealthy	7 00	8 00
Winter Reds	6 50	7 00
Apples in boxes	....	3 50
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	11 00	12 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	3 25
Grapes, basket	....	0 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96	....	4 00
Do., Florida, 54, 64, 80, 96	....	4 50
Lemons, Messina	....	6 00
Pears, California	....	6 50
Keiffer Pears (box)	....	2 75
Pears, California	....	5 00
Oranges, Cal., Valencias	....	6 50
200 size	....	7 25
Cal. Navels	....	7 00

ONTARIO MARKETS

TORONTO, Nov. 21—Toronto grocery markets are generally strong and steady. Indications point to higher prices in molasses, as was announced last week, and further reports received are predicting an early advance. Raisins, too, are in short supply and are offered only at high prices. Teas and coffees are very strong, but spot quotations are unchanged.

Sugar Market is Unchanged

Toronto.

SUGAR.—While the opinion is expressed by some refiners that the sugar situation is improving, and that from now on there will be a steady increase in supplies available, some wholesalers state that receipts are still very light, and that last week difficulty was experienced in securing sufficient sugar to meet the requirements of their customers. Offerings are certainly by no means abundant, but, generally speaking, it is not as acute as it was a few weeks ago. Quotations to the retail trade are unchanged, but very strong on the basis of $11.46 per cwt., Toronto delivery.

St. Lawrence, extra granulated	11 46
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46.
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses Likely To Be Higher

Toronto.

CORN SYRUPS, MOLASSES. — There is a very active demand for both molasses and corn syrups. Prices for the same are very strong, although spot quotations show no changes as compared with a week ago. All indications point to higher prices for molasses in the near future, as the trend of the market in the West Indies and the Barbadoes is towards higher levels.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25

Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb....	0 03	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses		
Fancy, Barbadoes, barrels.....	1 10	1 15
Choice Barbadoes, barrels.....	....	1 00
West India, bbls., gal.....	....	0 40
West India, No. 10. kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s.....	4 60	6 95

Package Goods at Strong Figures

Toronto.

PACKAGE GOODS.—All packaged goods are selling at strong figures and some lines this week show advances. Fine oatmeal in 20s is selling at $6.75, a gain of $1.15 over the previous figure. Barley in 24s is quoted at $2.60. There is a brisk inquiry for all cereals. Other lines are steady and very firm.

PACKAGE GOODS

Rolled Oats, 20s round, case.....	....	$5 60
Do., 20s square, case.....	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case.....	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case.....	....	5 80
Cooker Package Peas, 36s, case..	....	3 60
West Indies, 1½s, 48s.....	4 60	6 95
Cornstarch, No. 1, lb., cartons..	0 11½	0 11¾
Do., No. 2, lb. cartons.....	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters.....	....	0 13¼
Do., in 6-lb. wood boxes.....	....	0 13¼
Potato Flour, in 1-lb. pkgs.....	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 60
Barley, 24s	....	2 60
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 60
Self-rising pancake flour, 24s....	....	3 30
Buckwheat flour, 24s.....	....	3 30

Bulk Cereals Are Unchanged

Toronto.

CEREALS.—Cereals in bulks are steady and firm, showing no changes in quotations as compared with a week ago. There is an active market in practically all lines. Both pearl and pot barley are big sellers, the former in 98s at $7.50 and the latter at $6. Golden cornmeal is quoted at $5.75 in bags of 98 lbs., and fancy yellow cornmeal at from $5 to $5.50. There is a brisk demand for split peas, at 8 cents per pound.

	Single Bag Lots Fo.b.	Toronto
Barley, pearl, 98s	....	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	....	5 75
Do., fancy yellow, 98s.....	5 00	5 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	4 90	5 00
Rolled Wheat, 100-lb. bbl.....	6 50	7 00
Breakfast Food No. 1	....	6 15
Do., No. 2	....	6 15
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peaes, split, 98s	....	0 08
Blue peas, lb.	0 10	0 11

Canned Goods Are in Active Demand

Toronto.

CANNED GOODS—There is an active demand for all canned goods, but there are some lines that have been already cleaned up, particularly in fruits, the demand having been much heavier at an earlier period than is usual. There is practically no canned rhubarb to be had, some houses reporting as being completely sold out. Pineapples, too, are hard to get, and what there is, is held at very strong figures. Canned vegetables are selling freely at prices unchanged as compared with a week ago. There is also a brisk inquiry for canned salmon, particularly of the better brands.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls..	3 75	4 25
Do., White Springs, 1s doz...	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen.....	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.....	....	2 00
Do., Early June, doz.....	2 17½	2 22½
Do., Sweet Wrinkle, doz.....	2 45	2 50
Do., extra sifted, doz.....	2 77½	2 82½
Beans, golden wax, doz.....	....	2 00
Asparagus, tins, doz.....	3 85	4 25
Asparagus butts, 2½s, doz.....	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.....	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.....	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.....	4 50	4 75
Do., shredded, 2s, doz.....	4 50	4 75
Rhubarb, preserved, 2s, doz.....	2 07½	2 10
Do., preserved, 2½s, doz.....	2 65	4 62½
Do., standard 10s doz.....	....	5 00
Apples, gal., doz.....	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.....	4 00	4 05
Plums, Lombard, 2s, doz.....	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.....	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.....	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz....	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red currants, 16 oz., doz.....	....	3 45
Raspberries, 16 oz., doz.....	....	4 50
Do., 4s, each.....	....	1 10
Strawberries, 16 oz., doz.....	....	4 50
Do., 4s, each	....	1 15

Stocks of Raisins Are Not Heavy

Toronto.

DRIED FRUITS. — The market promises to continue very strong in raisins. Prices are very strong on the Coast, and quotations on spot have advanced accordingly. Thompson's seedless are quoted at 21 cents, and the seeded 15 ounce packets are from 20 to 20½ cents. Candied peels are in active demand, but are very scarce, and are likely to be light in supply for the Christmas trade. Lemon and orange peels are quoted at from 44 to 46 cents per pound. Citron peel is very much higher and very scarce. Grecian currants are arriving freely and are quoted to the trade at 21 cents per pound.

Evaporated apples	0 22	0 23
Do., choice, 25s	....	....
Do., standards, 25s	....	....
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	0 60
Currants—		
Grecian, per lb.	....	0 21
Australians, 3 Crown, lb.....	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromedary, 3 doz. in case....	....	7 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.....	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case.....	....	5 00
Cal., 8 oz., 20s, case.....	....	3 25
Cal., 10 oz., 12s, case.....	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled....	0 26	0 28
Choice, 25-lb. box, peeled.....	0 27	0 30
Fancy, 25-lb. boxes.....	0 30	0 33
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 23
Seedless, 15-oz. packets.....	0 20½	0 21
Seeded, 15-oz. packets.....	0 20	0 20½
Seedless, Thompson's, bulk	....	0 21
Crown Muscatels, 25s	0 15	0 20
Greek Sultanas	0 25	0 27

Cheaper Teas Are Cleaned Up

Toronto

TEAS.—The market continues to maintain a strong upward tendency. The cheaper grades of teas have been pretty well cleaned up, and the good teas are all held at very high figures. Receipts of new teas being received by importers are not heavy, but buying is very active among both the wholesale and retail trade. Spot quotations are unchanged, but there is nothing to indicate lower levels for some time to come.

Ceylons and Indians—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 42	0 45
Broken Orange Pekoes	0 58	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 42	0 45
Japans and Chinas—		
Early pickings, Japans.....	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Situation is Very Strong

Toronto.

COFFEES.—The market for coffees is very strong with quotations holding at steady figures. The feature of the market, however, is the scarcity of supplies, and the market is almost bare of good coffees at the present time. Primary quotations are very firm, and until

shipments become freer, a strong market is likely to prevail.

Java, Private Estate	0 51	0 53
Java, O.G. Government, lb.	0 49	0 50
Bourbon, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 49
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 51
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Spices Likely To Be Higher

Toronto.

SPICES.—The spice market is very strong on spot, and everything points to very high prices prevailing. There is active buying, and advices from primary centres point to higher prices on some lines. Cloves are likely to be higher in the new year. Just now they are quoted at from 80 to 85 cents. The general list of spices on spot is steady. Cream of tartar is very firm and unchanged.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 85
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz	....	5 50

New Tarragona Almonds 31 Cents

Toronto.

NUTS.—New Tarragona almonds are being quoted by the wholesale trade, to arrive the end of this week, at 31 cents per pound, sack lots, and at 23 cents per pound in broken lots. Shipments are now arriving from Europe more freely, and the settlement of the strike in New York is resulting in consignments coming through more regularly. New French walnuts are not likely to arrive in time for the holiday trade, but some very fine Grenobles of last year's crop are available, selling to the trade around 40 cents per pound. Delivery of shelled pecans is not likely to be in time for Christmas, and prices will be very high. They are being quoted at $1 per pound in St. Louis. Filberts in the shell are likely to range much the same as the almonds at from 20 to 22 cents per pound. Shelled nuts show no changes. Cocoanut, too, is very strong.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	....	0 40
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Market For Rices Steady and Firm

Toronto.

RICE.—The market for rice is very strong and shows no changes as compared with a week ago. The situation is much the same, the crop damage by storms of a few weeks ago keeping values much stronger than they otherwise might have been. There is a very heavy demand for supplies. Tapioca is firm at 14½ and 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	0 14½	0 15

Active Inquiry For Honey

Toronto.

HONEY, MAPLE SYRUPS. — The market for honey and maple syrups is strong at unchanged figures. There is an active inquiry for honey, and the supplies of maple syrup have been pretty well cleaned up.

Honey, Clover		
5-lb. tins	....	0 25
2½s, tins	....	0 26
10-lb. tins	....	0 24
60-lb. tins	....	0 24
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8¼-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Valencia Oranges Quoted Lower

Toronto.

FRUITS.—Quotations on Valencia oranges are easier this week, prices ranging all the way from $5.50 to $6.25 per case, according to sizes. Lemons also show declines at from $5 to $5.75 per case. Grapefruit is also from $4.75 to $5 per case. Apples are for the most part unchanged in prices, Kings being, however, quoted slightly higher at $3.25 per box. California pears are selling at $5.75 per box. California grapes are also lower in price.

Bananas, Port Limons	....	0 08
Valencia Oranges		
176s, 200s, 216s	....	6 25
150s and 126s	5 50	5 75
96s, 100s, 250s, 288s, 324s	5 00	5 75
Lemons, Cal., 300s, 360s	....	6 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 75	5 00
Apples—		
Ontario Kings, bbl.	7 00	7 50
Ontario Spies, bbl.	7 00	8 50
Blenheims, bbl.	5 25	5 75
McIntosh Reds, box	....	3 75
Jonathans, box	....	3 25
Kings, box	....	3 25
Snows, box	3 35	3 50
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	....	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00	4 25
Nova Scotia Kings, bbl.	....	5 75
Cal. Pears	....	5 75
Grapes, Cal., Emperor, lugs	....	4 50
Do., barrels	....	7 75
Cranberry, Cape Cod, bbl.	....	11 75
Do., half bbl.	....	6 00
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Prices of Beans Are Unchanged

Toronto

BEANS.—Supplies of beans are ample for the trade and prices holding at steady figures. Sales are fairly active and the quality of the beans is good. Prices to the trade are very strong.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bush.	5 25	5 50
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Condensed Milks Show Sharp Advance

Toronto.

MISCELLANEOUS.—Evaporated milk is quoted this week 15 cents higher on baby sizes and 25 cents on family and hotel sizes. "Challenge" condensed milk has advanced 20 cents to $7.95, and "Eagle" to the same extent at $9.80. "Reindeer" condensed milk shows a similar jump, and is now quoted at $9.35. "Silver Cow" is $8.60, and "Carnation" shows an advance of 25 cents at $7.25, and $6.60 for the two sizes.

Ont. Potatoes Are Higher

Toronto

VEGETABLES.—The heavy demands for Ontario potatoes has resulted in an advance in prices to $2.35 per bag. Cabbages are quoted at $2.50 per barrel, and California head lettuce, eight dozen to the crate, is quoted at $6.50. Hothouse tomatoes are from 28 to 30 cents per pound. Onions, Yellow Danvers, in 100 lb. sacks, are $6 50. Spanish onions in large cases are from $7 to $7.25, and celery, eight dozen to the case, are $5.50. Jersey sweet potatoes are $2.75 per hamper.

Beets, bag	1 00	1 25
Cabbage, bbl.	....	2 50
Carrots, per bag	....	1 00
Lettuce, Cal., head, crate 8 doz.	....	6 50
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	....	6 50
Do., 75 lbs.	....	4 50
Spanish Onions, large cases	7 00	7 25
Do., small crates	....	2 50
Onions, white, large sacks	....	6 50
Celery, 8 doz.	....	5 50
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	....	2 35
Ontario, No. 2s	....	2 25

Jersey Sweet Potatoes, hamper..	....	2 75
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 00

Flour Trade is Largely Export

Toronto.

FLOUR.—Market conditions in flour show little change as compared with a week ago. The domestic trade is quiet, and most of the mills are operating for export account.

Flour—		
Government standard, 74 per cent. extraction.		
Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
Do., in jute bags	....	14 00

Bran and Shorts Selling Freely

Toronto.

MILLFEEDS.—There is an active inquiry for both bran and shorts at unchanged figures. Both are selling freely.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Nov. 20—The grocery markets in the West are generally strong and great difficulty is being experienced in securing sufficient supplies in some lines. California raisins are scarce and the trade is well advised to buy where available as prices are likely to be higher. British Columbia Refineries report advances on Rogers' golden syrup at Manitoba points. Advances range all the way from 35 to 43 cents per pound.

Sugar Market Is Very Strong

Winnipeg.

SUGAR.—The market continues to advance, and, while up to a few days ago there was activity in the raw sugar market, yet prices now have got to a point where American operators at least are not going into the market. The market. Tea, a teven to-day's prices, is still up, and we must look forward to increasing prices for some time to come. The new Cuban crop has been estimated, and by following these from year to year, the estimates are very close to the actual out-turn. For 1919-1920 they estimate the Cuban crop at 4,300,000 tons, which is about 300,000 tons in excess of this year's crop. The entire world crop, including both beet and sugar, for next season is estimated at 16,600,000 tons, as against 1918-1919 crop of 16,320,000 tons. Judging by this, it would look as if there would be a keen world demand for all that will be available.

Shipments of Nuts Are Very Slow

Winnipeg.

NUTS.—Owing to the longshoremen's strike in New York, shipments of nuts have been slow in coming to hand. Some jobbers have not received a number of varieties. Shelled almonds in particular are very scarce.

Teas and Coffees Are Very Firm

Winnipeg.

TEAS AND COFFEES.—Tea prices are advancing rapidly. Package teas have all advanced and bulk teas are now on a nearer level with the Eastern market. Tea, at even todya's prices, is still considered good buying, as there is every indication that all grades of teas will be still much higher.

Mild grades of coffee in particular are very firm. Importers would not be surprised at another slight advance. There is a heavier demand reported from jobbers. Many retailers are laying in good stocks.

Scarcity in Confectionery

Winnipeg.

CONFECTIONERY LINES. — Many jobbers are experiencing great difficulty in securing sufficient confectionery lines to supply their trade. Owing to the continued scarcity of granulated sugar and the heavy demand for confectionery, manufacturers are only filling a portion of their orders. Prices are very firm with advances looked for in lines in which nuts are used.

Raisins Are Very High in Price

Winnipeg.

DRIED FRUITS.—Both raisins and currants are very high in price and also very firm. New California fruit is very slow in coming in. It is almost impossible to place further orders for California raisins. New 1919 muscatels will not be in for some time yet. Some 1918 crop redeemed muscatels are being offered at around 12½ and 13 cents per pound.

Griffin's seedless raisins, new arrivals, are being offered at 16½ to 17c for 11 oz. packages. Seeded muscatels, in packages, are quoted at 14 to 15 cents.

THOMPSON'S SEEDLESS ARE VERY FIRM.—Premiums are being paid in the American market for contracts on this variety of raisin. This is a variety of raisin which is not produced in very large quantities as yet and the demand for it has increased very rapidly.

Firm and increasing prices are looked for.

The fixed retail price in England of one shilling per pound on all dried fruits has been changed by the Government, and varying prices for different kinds of dried fruits have been named, which are considerably in excess of a shilling a pound. This will enable certain lines to go into England, which, under the old ruling, could not be exported profitably. This has resulted in a stiffening of the market on this side for nearly all lines. Prunes, during the last two or three days, have been very firm and resales have been made on large sizes, particularly at a premium of 3 to 4 cents per pound.

The evaporated apple market is slightly stiffer, American apples which were quoted at 19c a short time ago are now being quoted at 20c. Canadian exporters have also advanced their prices.

Raisins—			
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb..	....		0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	....		0 16
Cal,, bulk, seedless, 5-lb. carton, per carton	....		1 05
Cal., seeded, pkgs. 11 oz.	....		0 14
Do., 11 oz., fancy	....		0 15
Do., 15 oz., choice	....		0 20½
Cal., seedless, pkgs. 11 oz., choice		0 16	0 17
Prunes—			
90-100s	....		0 18½
80-90s	....		0 19
70-80s		0 20	0 21
60-70s		0 21	0 22
50-60s		0 22	0 23
40-50s		0 24	0 25
Dates—			
Royal Excelsior, 3 doz. cases, per pkg.		0 19½	0 20
Dromedary, 3 doz. cases, per pkg.		0 22	0 22½
Fard, 12-lb. boxes, per box	....		3 00
Figs—			
Spanish cooking, recleaned, per lb.		0 18	0 19
Cal. White Roedings, per lb.	....		0 23
Black Figs in Cartons, 10 x 15 per carton	....		1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	....		4 10
Do., 6-row, 10-lb. boxes	....		3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....		3 60
Do., 5-row, 10-lb. boxes	....		3 40
Fancy, 8-oz. bricks, 24 to box	....		3 35
Apricots			
5-lb. cartons	....		1 85
Evaporated apples, lb.	....		0 20

Cereals in Demand; Prices Unchanged

Winnipeg.

CEREALS.—There is an active demand for all cereals, and prices are for the most part unchanged as compared with a week ago.

Cornmeal, yellow, ½ sacks, per sack		3 05
Do., ¼ sacks, per sack		1 55
Do., 10-lb bags, 10 to bbl.		6 70
Stand. Oatmeal, coarse, 98-lb. sack		5 50
Do., 48-lb. sack		2 80
Do., 24-lb. sack		1 45
Granulated oatmeal prices the same as standard.		
Dried peas, whole, yellow, per lb.		0 04
Do., green	0 10½	0 11½
Split peas, 98-lb. sacks, per sack		7 75
Do., 49-lb. sacks, per sack		3 90
Do., broken quantities, per lb.		0 08½
Rolled oats, 80-lb. bags		4 20
Do., 40-lb. bags		2 15
Do., 20-lb bags		1 10
Wheat granules, 98-lb. bags		6 00
Do., 49-lb. bags		3 05
Do., 24-lb. bags		1 15
Do., 6-lb. bags, 16 to bale, per		

Continued on Page 42

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., November 18.—Creamery butter is up 4 cents on No. 1 and 5 cents on No. 2. Pot and pearl barley is a cent a pound higher. Rogers B. C. syrup has advanced 35 cents a case on 2s, and 50 cents on other sizes. Tomatoes 2½s are from $1.46 to $1.75, and corn from $4 to $4.45. Alberta potatoes are $60 per ton. Kellogg's corn flakes have advanced to $4.25. Roasted peanuts are slightly higher. New navel oranges are being offered at $6.35. American bacon is being sold here, the home product being practically unobtainable. Pickled mackerel is selling at $17 per hundred pound keg.

Flour, 96s, per bbl.	....	10 70
Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Beans, Kootenashi	8 00	8 25
Rolled oats, 80s	....	4 15
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz.	....	18 00
Cheese, No. 1, Ontario, large	0 30	0 32
Butter, creamery, lb.	0 62	0 64
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s, per case	....	20 40
Eggs, new-laid, local	....	....
Do., No. 1 storage	18 30	18 50
Tomatoes, 2½s, standard, case	4 40	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	....	4 10
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 21½
Do., 70-80s	....	0 22¾
Do., 50-60s	....	0 23¾
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	60 00
Oranges	....	6 35
Lemons	10 00	11 00
Grapefruit	....	8 00
Dates—		
Dromedary, case	....	7 60
Excelsiors, lb.	....	0 16
Hallowee, lb.	0 21	0 23
Pears, evaporated, lb.	....	0 33½
Pineapples, dried, 2s	....	7 00
Mincemeat, standard, bulk	0 15	0 20

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., November 18.—Yellow sugar is up in price, only the Eastern product is available on this market at $12.33. Rogers syrup shows an advance of 50 cents per case. Gallon apples have advanced 25 cents a case. Campbell's soups are quoted at $7.30 for tomato, an advance of 20 cents per case; the market is stil bare of granulated sugar. Beef has declined several cents and market is steady at from 10 to 16 cents wholesale. Cheese has advanced from 30 to 33 cents per pound.

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., November 18.—Business for the Christmas trade is coming in well in what lines there are available. Table raisins have arrived. The supply of nuts is none too good, and supplies are mostly last season's stock. The sugar situation is only slightly relieved. Buying is only in small lots. The advance in pork in the United States has been followed by a jump of $1 here at from $59 to $64. Cornmeal, ordinary, is from $3.85 to $3.90. Cheese is firmer, New Brunswick selling at 32 cents, Ontario 33 cents. Breakfast bacon is lower at from 38 to 42 cents, but an advance is expected in sympathy with pork. Dairy products are scarce. Eggs are selling at 70 cents case. Creamery butter is 62 cents, and dairy 58 cents; tub butter is 55 cents. Potatoes have increased to $3.50, and onions are $6. Lemons are easier at from $7.50 to $8. Oranges are $6 to $7.50. New Brunswick apples are now on the market.

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	12 50	13 00
Molasses	....	1 09
Sugar —		
Standard, granulated	....	11 35
No. 1, yellow	....	10 85
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 62
Eggs, case	....	0 70
Breakfast bacon	0 38	0 42
Butter, creamery, per lb.	....	0 62
Butter, dairy, per lb.	....	0 58
Butter, tub	....	0 55
Lard, pure, lb.	0 33	0 33½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard case	....	3 75
Peas, standard case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	..
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Prunes, ...	....	....
Potatoes, Natives, per bbl.	....	3 50
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	7 50	8 00
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	5 00	6 00
Apples, N.S.	2 50	6 00
Bananas, per lb.	0 09	0 10
Grapes, Malaga, box	10 00	12 00

GENERAL MARKETS

Continued from Page 41

bale	....	6 95
Barley		
Ont., pot, 98s	....	5 50
Do., 49s	....	2 80
Ont. Pearl, 98s	....	7 75
Do., 49s	....	4 00
Do., 24s	....	2 05

Market in Rices Is Stronger

Winnipeg.

RICE.—There has not been any actual change within the past week, but prices are very firm. There has been a very active demand for rices and tapioca. American rices coming on to this market are very poor samples. Prices are as follows:

No. 1 Japan, 100-lb. sacks	....	0 17¾
No. 2 Japan, 100-lb. sacks	....	0 13½
Siam, 50-lb. sacks	....	0 13
Patna, 100-lb. sacks	....	0 14½
Patna, 50-lb. sacks	....	0 14¾
Ground rice, 100-lb. sacks	....	0 11
Do., 50-lb. sacks	....	0 11⅛
TAPIOCA—		
Pearl, sack lots, lb.	....	0 15
Do., broken sacks, lb.	....	0 16

Active Demand For Flour and Feeds

Winnipeg.

FLOUR AND FEEDS.—There is a very active demand for flour and mill feeds. Flour, in 98 lb. sacks, is selling at $5.70. Hay and feeds are steady.

Flour		
Government standard, 98-lb. sacks	....	5 70
Do., 49-lb. sacks	....	2 87
Do., 24-lb. sacks	....	2 48
Mill Feeds		
Bran, per ton	....	40 00
Shorts, per ton	....	50 00
Hay		
No. 1 Timothy	....	30 00
No. 2 Timothy	....	28 00
No. 1 Red Tip	....	24 00
No. 2 Red Tip	....	22 00
No. 1 Upland	....	22 00
No. 2 Upland	....	20 00

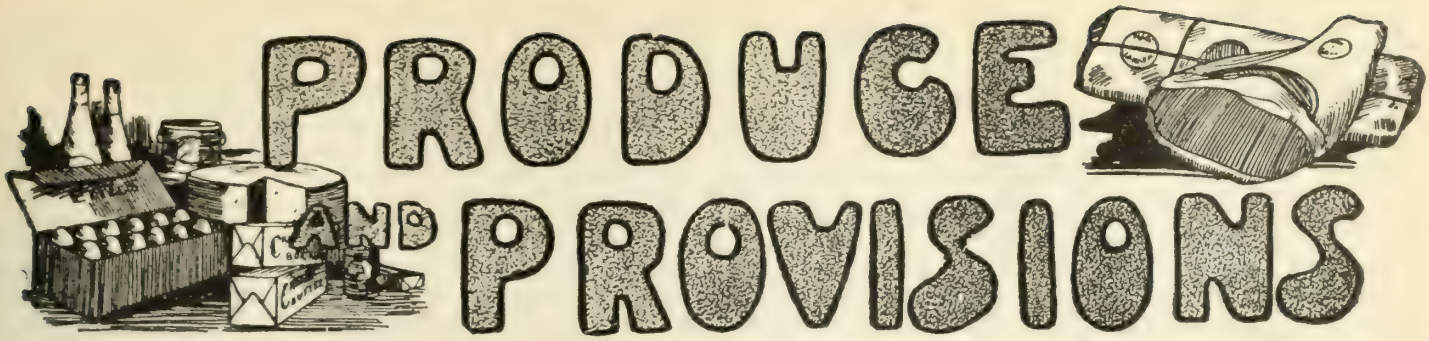
A Dutchman who arrived in the United States on Decoration Day noticed flags flying and people going to the cemetery with large bundles of flowers and asked what it meant.

"Why, this is Decoration Day. Don't you know what that is?"

The Dutchman confessed that he didn't.

"Isn't there someone at rest in the cemetery whose grave you would like to decorate with flowers?" asked the American.

The Dutchman shook his head in a firm negative. "Dose beople whose graves I like to decorate," he replied, "are not dead yed."



Provision Business Built on Service

Kavanagh Provision Company Extends Its Business Through Establishing New Branch —Getting Goods to Customers With Dispatch — How to Pull in the Bigger Orders

THAT the service feature of the provision business depends upon the speed with which a customer's purchases are delivered has commended itself to the Kavanagh Provision Company, Montreal. Very recently a branch store was opened at 237 Laurier Avenue West, and already the wheels of commerce are turning regularly and quickly.

Mr. Kavanagh has been serving Montreal trade so long that he has used his experience of the past to good advantage in the new extension carried out by the establishment of this branch. The most serious of overhead retailing problems, perhaps—that of delivery, has been recognized here, but it has not deterred the management from promoting this service, and making it meet the requirements of the trade. Some will carry parcels; many will not, and it therefore it necessary to give these latter the best and quickest delivery possible. Ponder the delivery problem as one will, it resolves itself into the imperative necessity of continuing it—for many customers at least. Therefore, the only thing to do is to determine, resolutely, to build that service up with the customer always in mind.

The Methods Used.

In an interview with P. C. Smith, manager of the Outremont store, CANADIAN GROCER was informed that no regular hours were chosen for delivery. "Of course, we open about 7 a.m. and the orders in hand are made ready and

The Kavanagh Grocery and Provision Store, Laurier Ave., Montreal.

delivered as soon as possible. Then the orders that are received up to 9 or 9.30 are quite numerous, and these are sent out promptly. We try to get the goods to the customer quickly," said Mr. Smith.

"We use one auto delivery for the big orders and those far away from the store. But for the small parcels to nearby customers we use a boy. He can walk with these parcels, or if it is necessary, he takes the street car. This only needs a couple of tickets, and it often saves the car delivery going so far."

The idea of having an extra boy—if it has been possible to get a good one, should commend itself. He can be shown features of the business which will make him constantly of more worth to any firm. His time can ever be employed to good purpose.

One of the points that impressed CANADIAN GROCER was the fact, as expressed by Mr. Smith, that the daily outlay for delivery, including the wages of the driver, gasoline, cost of repairs to car, etc., would not exceed more than $4 to $5 per day. Much depends, of course, upon the class of driver secured, for if breaks occur frequently they are costly. In a large business, this outlay does not seem excessive.

Good Appointments

The Kavanagh Provision Company was perhaps fortunate in securing a location that is, from many standpoints, ideal. A well-known Montreal firm, for instance, occupied these premises for many years, and through the dissolution of the firm recently, after the death of the owner, the premises were vacated. Immediately following, the stand was remodelled to suit the ideas of Mr. Kavanagh. The space formerly used was reduced. This did not in any way affect the appropriateness of the store for a straight provision business. It would seem to the writer that the layout was better in the smaller space. For instance, there are two immense refrigerators. These are used—the one for butter, eggs, lard, shortening and kindred products, while the larger of the two accommodates whole carcasses of beef, hogs, sheep, calves and mutton, while poultry, cooked meats, etc., are well provided for. The proportions are most generous, and it is a satisfaction to have such commodious space.

For the canned goods section, which is extensive, there is plenty of shelving and a fine display is made. This is well borne out in the accompanying photograph. Then special shelving with glass doors is afforded for glass jar goods such as pickles, catsups, jams, honey, grape juice, extracts, olive oil, pastes, cream cheeses, etc. The whole effect makes a most inviting store interior. Not only so, but it affords the customer an added service in minimizing delays while being served. For convenience of location plays a big part in modern merchandising. Time is money; service indispensable.

Pull Bigger Trade

Mr. Kavanagh himself is an indefatigable worker. He is at his store early in the morning and late at night. There is an atmosphere of activity at the main store on Bleury Street, and all the men in the firm's employ seem to have caught it, too. Certain it is that if the management of a business is energetic, an example will have been set which will perhaps become quickly contagious. Since provisions have to be handled with dispatch, it takes a quick-moving sales staff to prevent waste and maintain service.

That the larger trade may be secured, Mr. Kavanagh has gone after big business with a will. He has brought back the orders and filled them and then has gone for more. It has been necessary to tender, sometimes, and to take an equal chance with other tenderers. The point is that there orders have secured an immense addition to the regular "over-the-counter" turnover, and have made the totals for the year very large. This, in short, has enabled the purchase of such lines as canned goods and other big sellers in large consignments. Canned vegetables and fruits are bought, usually, once a year, and this assures a continued supply. Judicious selection on the best possible price basis for quantity buying, has enabled the firm to sell again in full case lots at favorable prices. The windows are always well-dressed with a good showing of these products.

Some of the recent contracts have been with the large transportation companies. Hotel companies are also served with their needs. Restaurant trade in a city like Montreal totals large, and there is a big repeat business from the large public and private institutions. It means a lot of financing, but, as a rule, the return is prompt, and the turnover of the meats is a weekly one.

Interior of Kavanagh Provision Store, showing its neat arrangement.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 18—Butter markets are up two cents this week, and the undertone is firm at that. Lard and shortening are unchanged. New-laid eggs are very much higher, and sales are reported at around 90c per dozen. The hog market is firmer, although prices are substantially unchanged. Fresh meats are selling well. Cooked ham is a trifle lower at 49c per lb. Margarine is unchanged and a slow seller with some. Cheese is ruling with an easier undertone owing to the falling off of export orders. Poultry is active and live birds are coming to hand freely.

Hogs Quite Steady; Fresh Meats Moving

Montreal.

FRESH MEATS.—Prices have been maintained on hogs this week and the market is steadier. In various outside markets the tendencies have been firmer, and while the basis is substantially maintained here, the undertone is steadier than it was a couple of weeks ago. Sales of pork and beef, lamb and mutton, have been quite steadily maintained on a satisfactory basis.

FRESH MEATS—		
Hogs, live	....	17 25
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	24 50	25 00
Country dressed	....	22 50
Fresh Pork—		
Leg of Pork (foot on)	....	0 31½
Loins (trimmed)	....	0 36
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	....	0 25
Untrimmed	....	0 23
Pork sausage (pure)	....	0 24
Farmer sausages	....	0 18
Fresh Beef—		
(Cows)		(Steers)
$0 18 $0 20 Hind quarters	$0 23	$0 25
0 11 0 13 Front quarters	0 14	0 15
0 27 Loins	....	0 34
0 22 Ribs	....	0 25
0 11 Chucks	....	0 14
0 17 Hips	....	0 18
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 18

Bacon a Big Seller With Hams Unchanged

Montreal.

CURED MEATS.—The market has held with but little change for the week. Bacon is an active seller, and the various grades are in steady demand from week to week. There has been no change in the price of hams, while barrelled pork is held without change of any kind.

Hams—		
Medium, smoked, per lb. (Weights), 12-14 lbs.	....	0 36
14-20 lbs.	....	0 35
20-25 lbs.	....	0 33½
25-35 lbs.	....	0 30½
Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 [illegible]	0 50
Wind or	0 15	0 19
Cottage rolls	....	0 32½
Picnic hams	....	0 29
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	....	54 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	42 00
Plate Beef	....	32 00
Mess Beef	....	29 00
Bean Pork	....	48 00

Cooked Ham at 49c; Mincemeat a Seller

Montreal.

COOKED MEATS.—Cooked ham of the regular variety is selling at 49c per pound, and the trade is active for this. Other jellied and cooked meats are having a seasonable sale, and there is no change of price. Mincemeat is coming along as a heavy seller and the prices for this show the usual spread, indicating the wide number of grades obtainable.

Head Cheese	0 14	0 15
Choice jellied ox tongue	....	0 59
Jellied pork tongues	....	0 40
Jellied Pressed Beef, lb.	....	0 32
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked	....	0 49
Hams, cooked	....	0 50½
Shoulders, roast	....	....
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	....
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 21
Bologna, lb.	....	0 13

Maintained Market For Shortening

Montreal.

SHORTENING.—Prices have been held without change for the past week on shortening. There is a steady demand for the compound, and supplies are ample, here, to take care of the local and outside demand.

SHORTENING		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29¼
Bricks, 1 lb., per lb.	0 30	0 30½

Two-Cent Advance Made For Butter

Montreal.

BUTTER.—The market is two cents higher over that of last week. In recording this change it is possible to say that the New York market has had its own influence, and the strength manifest there has definitely reflected here. Receipts for the week are lower, and there is a continued heavy demand for large supplies, regardless of the high prices. It is stated that straight car lots were asked for from Great Britain, and that 63-64c per pound was offered for these large supplies.

BUTTER—		
Creamery, prints, fresh made	....	0 66
Creamery, solids, fresh made	....	0 65
Dairy, in tubs, choice	....	0 54
Dairy prints	....	0 54
Bakers'	0 47	0 49

Lard Unchanged and is an Active Seller

Montreal.

LARD.—The market is steady for lard and the quoted prices are maintained steadily. Some are asking as much as 32c per lb. for the one-pound cartons. Supplies are reported adequate for the trade requirements.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 30	0 31
Bricks, 1 lb., per lb.	0 32	0 33

Some Production in Demands For Cheese

Montreal.

CHEESE.—While there has been no reduction of price for cheese this week, the demand from export centres has been less, and an easier feeling prevails. With receipts increasing somewhat, it is a question if there will not be some lowering of prices, unless orders are increased from abroad. Some of the outside buying markets are lower, to the extent of about 1⅜c.

CHEESE—		
New, large, per lb.	....	0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	....	0 35

Margarine is Slow and No Price Change

Montreal.

MARGARINE.—There is plenty of room for improvement in the demand for margarine. Despite the high prices asked for butter, there is a great and constant demand for it. One would expect a greater sale to develop for the substitute. Dealers expect that demand will increase, however, so soon as the weather conditions settle down at a lower temperature, and when the retailers can handle larger quantities to advantage.

MARGARINE		
Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb.	0 31	0 34

Big Advance For New-Laid Eggs

Montreal.

EGGS.—The feature of the week in the egg situation is that of a stiff advance for strictly new-laids. These are bringing "most any price" as one informant intimated, and some sales are understood to have been made at around 90c per dozen. Naturally, the supply of these is not equal to the demand, and this is one reason for the advancing market. "Selects" are marked up to 65c per dozen.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 65
New laid	0 80	0 [illegible]

Live Birds Arriving; Poultry is Selling

Montreal.

POULTRY.—The market is still active and a great deal of business is being transacted, with prices steady. The receipts of live poultry are still heavy, owing to the splendid weather conditions prevailing here.

POULTRY (dressed)— (Selling Prices)		
Chickens, roast (3-5 lbs.)	0 37	0 40
Chickens, roast (milk)	0 43	0 45
Broilers (3-4 lb. pr.)	0 45	0 47
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Turkeys (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Old fowls (small)	....	0 30
POULTRY	Live	Dressed
(Buying Prices)		
Chickens, light weights	0 21	0 26
Do., heavy weights	0 24	0 29
Ducks, young	0 20	0 25
Do., old	0 13	0 18
Geese—		
Young	0 20	0 25
Old	0 15	0 20
Fowls	0 15-0 18	0 20-0 23
Roosters	0 17	0 22
Turkeys	0 32-0 35	0 37-0 40

Green Codfish Down; Fresh Fish Scarcer

Montreal.

FISH.—The severe storms on the Atlantic Coast have been very hard on fish supplies and on shipping, gear, etc. The receipts of fish from the lakes, too, have been much less, and the varieties are decreasing. From the Pacific Coast, also, supplies are somewhat curtailed, while from all centres, supplies of frozen fish are coming to hand freely. Green cod prices are lower. Oysters are moving well, at steady prices.

FRESH FISH		
Haddies	0 12	0 13
Fillet Haddies	....	0 18
Haddock	0 08	0 09
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Flounders	0 08	0 10
Prawns	....	0 45
Live lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 30
Skate	....	0 12
Shrimps	....	0 40
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western, medium	0 21	0 22
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 13	0 14
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 12	0 13
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 09½	0 10
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	5 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	....	21 00
No. 1, medium, bbl., 200 lbs.	....	20 00
No. 2, 200-lb. barrel	....	18 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb.	....	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	16 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	15 00
Boneless cod (2-lb.)	....	0 23
PICKLED FISH		
Herrings, Scotch cured, half bbl.	....	12 00
Do., Scotia, barrel	....	12 00
Do., half barrel	....	6 50
Mackerel, barrel	....	25 00
Salmon, B.C., 200 lbs.	....	25 00
Labrador Salmon, barrels	....	26 00
Sea Trout, 200-lb. barrels	....	25 00
Turbot, 200 lbs.	....	20 00
Codfish, tongues and sound, lb.	....	0 12
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	....	0 18
Bloaters, box	....	2 50
Kippers	....	2 40
Digby Chicks, in bundles, per box	....	0 24
Boneless Smoked Herring, 10-lb. box, lb.	....	0 20
OYSTERS		
Cape Cod, per barrel	....	15 00
Batouche, per barrel	....	14 00
Malpeques shell oysters, choice, bbl.	....	18 00
Do., XXX, bbl.	....	16 00
Scallops, gallon	....	4 00
Can No. 1 (Solids)	....	2 50
Can No. 3 (Solids)	....	7 00
Can. No. 5 (Solids)	....	12 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	....	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oyster Shells, 100-lbs.		1 50
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Nov. 21—The produce markets this week are featured by higher prices prevailing on butter, eggs and cheese. New-laid eggs are up from 5 to 10 cents per dozen and butter is two cents higher. Cheese is also stronger. Pork and pork products are steady, no changes being reported as compared with a week ago. Poultry receipts are heavy.

Fresh Meats Are Holding Steady

Toronto.

FRESH MEATS—Prices of fresh meats for the most part are steady with last week. Live hogs are higher, being quoted at from $17.25 to $17.50 on the fed and watered plan. Fresh pork is steady, legs of pork up, 18 pounds being quoted at from 29 to 30 cents. Tenderloins are 45 and 46 cents. Beef shows no changes as compared with a week ago, and lamb and veal are firm.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	....	$28 00
Live on cars, per cwt.	17 50	17 75
Live, fed and watered, per cwt.	17 25	17 50
Live, f.o.b., per cwt.	16 25	16 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	....	0 36
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.	0 16	0 20
Picnics, lb.	....	0 23
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 23
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 10	0 25
Chucks, lb.	0 08	0 13
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 20	0 25
Lambs, whole, yearling, lb.	....	0 15
Spring lamb, lb.	0 18	0 21
Sheep, whole, lb.	0 10	0 13

Above prices subject to daily fluctuations of the market.

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS.—Quotations on hams and bacon are unchanged, as compared with a week ago. The market is steady at prices ruling, according to the Board of Commerce order, that values should hold at levels as of March 10 last. Dry salt meats and barrel pork are also steady.

Hams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 25
Clear Bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Pickled rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 50

Above prices subject to daily fluctuations of the market.

New-Laid Eggs 80-85 Cents Doz.

Toronto.

EGGS.—The demand for new-laid eggs in cartons is very active, and receipts are very light. They are quoted to the trade at from 80 to 85 cents per dozen. Storage eggs are 60 to 61 cents, and selects are 62 to 63 cents.

Eggs—		
No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new-laids, in cartons, dz.	0 80	0 85

Prices shown are subject to daily fluctuations of the market.

Butter Advances Two Cents Pound

Toronto.

BUTTER.—Supplies of butter on the Toronto market are not heavy. Receipts show declines from day to day, and prices show advances as compared with a week ago. Creamery prints are selling to the trade at from 64 to 66 cents, and fresh dairy butter is 57 and 58 cents.

Butter—		
Creamery prints (fresh made).	0 64	0 66
Dairy prints, fresh, lb.	0 57	0 58
Dairy prints, No. 1, lb.	....	0 55

Cooked Meats Holding Firm

Toronto.

COOKED MEATS.—There is a steady inquiry for cooked meats, and quotations to the trade are steady and strong. Boiled hams are quoted at from 49 to

53 cents per pound, and roast hams, without dressing, are from 52 to 54 cents. Choice jellied ox tongue is selling at 55 cents, and jellied pork tongue at 49 and 50 cents.

Boiled hams, lb.	0 49	0 53
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	....	0 44
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	....	0 55
Jelied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Cheese is Quoted Higher

Toronto.

CHEESE.—Large cheese are selling to the trade at from 32 to 32½ cents per pound, an advance of a cent and a half over quotations of last week. Stiltons are 35 cents per pound.

Cheese—		
Large	0 32	0 32½
Stilton	....	0 35
Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Margarine Has Active Inquiry

Toronto.

MARGARINE.—There is a very active demand for margarine, and prices are holding firm, the number one pound prints selling at from 35 to 36 cents. Nut margarine is bringing 33 cents per pound.

Margarine—		
1 lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Nut Margarine	....	0 33

Lard Steady at Easy Quotations

Toronto.

LARD.—There is an active demand for lard, and packers state that it is almost impossible to keep up with requirements. Prices are easy at 29 and 29½ cents per pound, tierce basis.

LARD—		
Tierces, 400 lbs.	0 29	0 29½

In 60-lb. tubs, ½c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Active Inquiry For Shortening

Toronto.

SHORTENING.—There is a good inquiry for shortening at steady prices, dealers quoting to the trade at from 27 to 28 cents per pound.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Fresh White Fish is Active Seller

Toronto.

FISH.—The biggest demand at the present time is for white fish. White fish is arriving freely, and dealers state that it will soon be done, that is, the fresh kind. It is quoted at from 14 to 16 cents per pound. Haddock, with the heads on, are selling at 10 cents per pound. Frozen halibut is moving freely, chicken halibut selling at 19 and 20 cents, medium halibut at from 20 to 21 cents, and Jumbo halibut at from 21 to 22 cents.

FRESH SEA FISH		
Cod Steak, lb.	....	0 12
Do. market lb.	0 09	0 10
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 10
Halibut, chicken	....	....
Do., medium	....	....
Flounders, lb.	0 07	0 10
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Halibut, chicken	0 19	0 20
Do., medium	0 20	0 21
Do., jumbo	0 21	0 22
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	0 08	0 09
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 16
Whitefish, dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Prices Are Steady

Toronto.

POULTRY.—Receipts of poultry are very heavy just now, and there is an active demand for supplies. Young turkeys are selling to the trade at 45 cents per pound. Geese are 30 cents, and chickens range from 28 to 32 cents. Ducklings are 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 33	- 0 40
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	0 23-	0 28
Ducklings, 3½ lbs. up	- 0 20	- 0 27
Geese	- 0 17	- 0 23
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20 0 23
Chickens, spring	0 28 0 32
Ducklings	0 32
Geese	0 30
Turkeys	0 45

WINNIPEG MARKETS

WINNIPEG, Nov. 20—Prices are generally higher in produce lines and scarcity of dairy butter is noticeable. Eggs are advancing, due to the very light supplies coming forward.

Slight Advance In Hog Quotations

Winnipeg.

HOGS.—A slight advance in select hogs was reported this week of 50 cents per hundredweight.

Selects	....	16 00
Heavies	....	14 00
Lights	15 00	16 00
Sows	....	12 00
Stags	....	11 00

Cheese is Now Quoted Higher

Winnipeg.

CHEESE.—Cheese has shown a slight advance of approximately one half cent per pound. Market is reported very firm with prices as follows:

Canadian, large	0 31½	0 32
Do., twins	0 32	0 32½
Do., triplets	0 32½	0 33
Manitoba, large	0 30½	0 31
Do., twins	0 31½	0 32

Fish is in Active Demand

Winnipeg.

FISH.—There is an active demand for fish of all kinds, and supplies are ample for the enquiry.

FRESH FROZEN FISH		
Brills, lb.	....	0 10
Herring, 100 sacks	....	0 04
Halibut, chicken, per lb.	....	0 17
Do., cases, med., per lb.	....	0 17
Do., broken cases	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 10
Salmon, broken cases	....	0 21½
Do., case lots	....	0 20½
Whitefish, dressed, case lots	0 12½	0 13½
SMOKED FISH.		
Bloaters, Eastern, per case	....	2 60
Haddies, 30-lb. case, per lb.	....	0 14
Do., 50-lb case, per lb.	....	0 15
Kippers, fancy Western, per box	....	2 40
Do., Eastern, per box	....	2 20
SALT FISH		
Cod Steak, 2s, per lb.	....	0 16
Blue Nose Cod, 20-1s, per lb.	....	0 15½
Acadia Cod, 12-2s, per lb.	....	0 16
Do., 20-1s, per lb.	....	0 16
Salt Herring, ½-bbl., per bbl.	....	7 00
Do., 20-lb. pails	....	1 75
Do., 10-lb. pails	....	0 90

Scarcity of Dairy Butter

Winnipeg.

BUTTER. — Dairy butter is very scarce. There has not been nearly enough coming in to meet the demand. Prices are very firm.

No. 1	0 48	0 50
No. 2	0 46	0 48
Choice Creamery, in cartons	0 63	0 64
Do., solids	0 62	0 63
Margarine, 1-lb. prints	0 36	0 36½

Eggs Scarce and Prices Advance

Winnipeg.

EGGS. Eggs continue very scarce and quotations are advancing.

Fancy, in cartons, per doz.	....	0 64
New laid, candled, per doz.	....	0 57
Loose, per doz.	0 55	0 56

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BRUNSWICK BRAND
SEA FOODS

Telephone our representative your requirements for the fall and winter trade.

We Can Ship Immediately

The fish that are being caught are excellent and are being packed every day fresh from the cold waters of the Bay of Fundy.

Brunswick Brand Sea Foods are big sellers in all parts of Canada. They please your customers and show you a fair profit.

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Connors Bros., Ltd.

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Turn your money over 12 times a year

A BIGGER volume of business, with clean-cut, fast-selling package propositions, is the grocer's solution of to-day's problems. His business costs are rising—his margins are being restricted in some lines and in others are necessarily stationary.

Gunns "Easifirst" is capturing the bulk of the trade wherever it gets a show at all. It's got the quality. It's popular with housewives who know.

Stock Easifirst—It sells.

Gunns
LIMITED
WEST TORONTO

Hams

Hams are very much lower in price—giving you an opportunity to offer your customers something real good toward lower cost of living. Get our prices. Fresh, pickled, smoked, cooked.

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LIMITED
HAMILTON

57 57

HEINZ
Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

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We are backing Lanka to the fullest extent because we know Lanka's quality will hold every customer that was created by sale publicity.

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Lanka Tea is imported and packed by

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Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours

This New Package

of quality Rolled Oats will prove a big money-maker for you, Mr. Merchant. There's quality and satisfaction packed to the brim in every big Red and Blue Package.

Made from the finest Western Oats, prepared by our special pan-dried process that brings out the rich nut-like flavor, Quality Rolled Oats is everywhere proving a profitable selling proposition. Ready to ship now—order a stock to-day.

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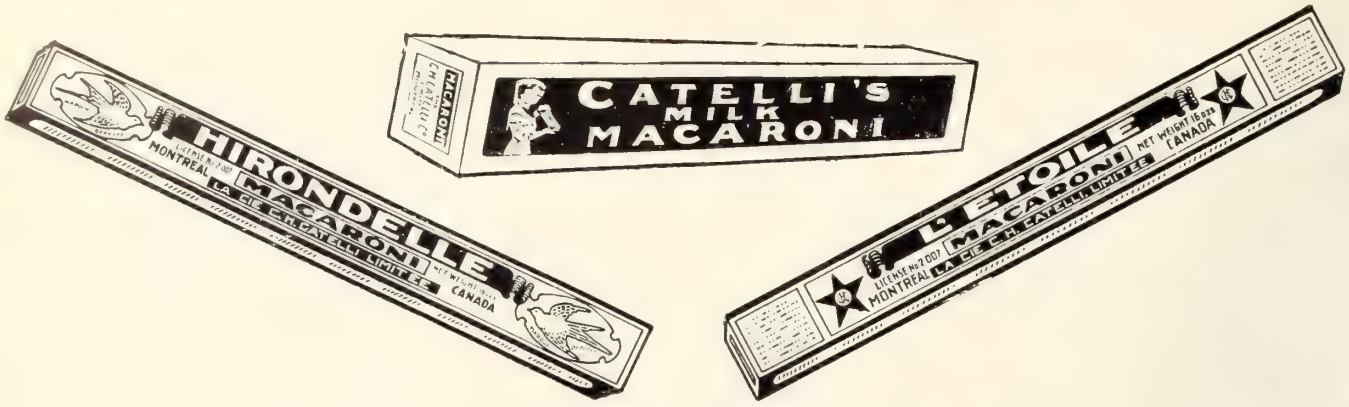

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The Sealed Packages Protect You Against Loss

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They come to your shelves in dust-proof packages which protect you against loss of breakage, or waste from soiled goods.

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The Catelli Cook Book Mailed Free to Your Customers.

You are selling some kind of Macaroni. Why not specialize on Quality Products like Catelli's Hirondelle Brand, which gives you a complete line that your customers will come back for.

Remember, there is good profit in handling Catelli's.

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The more critical a man is the better he'll like the delicious palatability of *King George's Navy Chewing Tobacco.*

Grocers should constantly feature this line. It puts the requisite punch into tobacco selling.

And the profits make a daily display advisable.

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If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

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MONTREAL

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Now is a good time to push Devonshire Pure Pork Sausage—just the thing for breakfast these cold mornings.

ARMOUR AND COMPANY

Head Office and Plant: Hamilton, Ontario

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Now is the time to let your customers know that you have a supply of this

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If you cannot procure Aylmer Catsup from your jobber, write, phone or wire.

Glass Bottles

Three sizes — 8 oz., 12 oz., 17 oz. All 2 dozen to case.

Glass and Stone Jugs

1 gallon—4 to crate.

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DRY GOODS, HOSPITAL, FURNITURE, BEDDING, HARDWARE, LEATHER GOODS, JUNK, ETC.

SALES WILL BE MADE BY SEALED TENDER

Persons desiring to tender are requested to register their names and addresses with the

SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA

stating the class of goods in which they are interested, whether new or second-hand or both.

Tender forms with full details of the goods and places at which samples may be seen, will be mailed when ready to those who have registered as requested above.

Special Terms to Hospitals, Etc.

Dominion, Provincial and Municipal departments, hospitals, charitable, philanthropic and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

Returned Soldiers and Sailors and Widows and Dependents of Soldiers and Sailors killed in the War may obtain supplies, for their own personal use and not for re-sale, through the nearest branch of the Great War Veterans Association who will combine individual orders and forward to the War Purchasing Commission through the Dominion Command of the Great War Veterans Association. These services are rendered by the Great War Veterans to all parties in the classes named, whether members of the Great War Veterans Association or not.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

A Sure Way To Bring the Delicious Flavor of "Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

Economy of *Ford* Service

WEAR is unavoidable even in the best car, but certain parts wear out more quickly than others. There is no need of scrapping your car because the piston rings have seen their day, because the platinum points of the vibrators are worn out. Prcbably the rest of the car is as good as new.

Medical men agree that the human body is renewed, cell by cell, every seven years. You can do the same with your Ford Car and prolong its life at minimum cost by replacing worn parts from time to time.

Ford service has been the means of doubling the lives of hundreds of Ford Cars, and cutting down the cost of motoring. The fact that a Ford Touring Car, which costs $690, f.o.b. Ford, Ont., can be purchased part by part separately for $917 is ample proof of the economy of driving a Ford Car.

It will pay you to have your car overhauled during the winter months. 700 Canadian Dealers and over 2,000 Service Garages supply genuine Ford parts and prompt repair service.

When buying, choose a Ford, and take advantage of the economy of Ford service. 135

Ford Motor Company of Canada, Limited

Ford - Ontario

"The House of Quality"

Increased Profits

Walker Quality will win for you that customer-satisfaction that spells Increased Profits and repeat orders.

Send in your next order for Domestic or Foreign Fruits, Nuts, Vegetables, Confectionery or sundries. You'll find our prices are right—our quality the highest.

We can guarantee you prompt delivery on all shipments. A postal card will bring our interesting price list.

WRITE TO-DAY

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

"The Firm for Service"

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

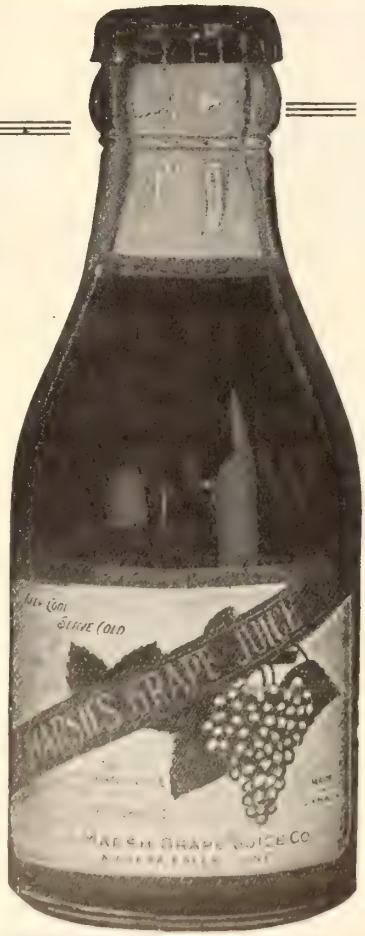
RETAILS
15c and 25c
WELL ADVERTISED
Write us or ask your jobber for trade prices.

The Delicious Concord Flavor

Marsh's Concord Grape Juice is good, so is their Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine and Raspberry Vinegar.

The holiday season is near at hand and there will be a demand for good beverages.

Why not stock Marsh's and capture this business?



The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

QUOTATIONS FOR PROPRIETORY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug
Gallon Jugs, Aylmer Quality	$1 62½
	Per doz.
Pints, Delhi Epicure	$2 70
½ Pints Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.
CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$6 90
Jersey Brand, Hotel, each 24 cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each, 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

Grading Coffee At Santos

Proper grading is an essential in the marketing of Green Coffee. It requires a keen and practiced eye, and correct lighting facilities.

In our grading room at Santos, a view of which is shown above, conditions are ideal for efficient grading. This careful attention to the grading of our coffee shipments by men of our own staff, is just another feature of Aron super-service.

J. Aron & Company, Inc.

COFFEE

Importers

NEW YORK
CHICAGO

NEW ORLEANS

Exporters

SANTOS, BRAZIL
LONDON

Canadian Representatives:

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Ltd., Winnipeg

Henry M. Wylie, Halifax

Alex F. Tytler, London
R. M. Griffin, Hamilton

The Norcanner Brand

of "Brisling" Sardines will be greatly appreciated by your more discriminating customers. Packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines that will appeal to the taste of the most exacting consumer. In Quarter Dingley and Eighth Size tins. A real delicacy.

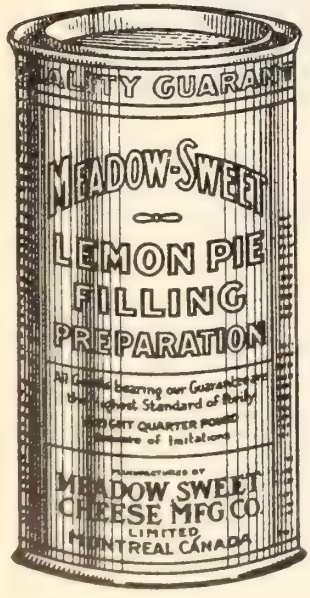
Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg



5

Good Reasons Mr. Grocer

why you should push the sale of this delicious Pie Filler

1. It makes delicious pies.
2. It's nutritious and healthy.
3. It's made from pure, wholesome ingredients.
4. It can be sold to your trade at a reasonable price.
5. It will show you a nice profit.

It has many other good qualities that will help you to sell it quickly. Make a display on your counter. You can buy it from your wholesaler

Or

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.
With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue — ¼s, 80c; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85c; ½s, $1.50.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20.00; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincement (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (i nglass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0.30
Dominion Brand, halves, per short weight pound	0.29
Maple Leaf Brand, ¼ lb. packages, per full weight pound.	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound.	0.39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0.11
100-lb. kegs, No. 1 white	0.10½
200-lb. bbls., No. 1 white	0.10½
80 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0.13½
100 lbs., kegs, Silver Gloss, large crystals	0.11½
40 lbs., Benson's Enamel, (cold water), per case	2.25
Celluloid, 45 cartons, case	4.50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0.11¾
40 lbs. Canada Pure or Challenge Corn	0.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	0.16½
(20-lb. boxes, ½c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 60
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5.45
5-lb. tins, 1 doz. in case	6.05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20
(Prices in Maritime Provinces 10c per case higher.)	
Barrels, about 700 lbs.	$0 08¼
Half bbls., about 350 lbs.	0 08½
¼ bbls., about 176 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25
(5, 10, and 20-lb. tins have wire handles)	

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	28 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 25
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 00
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs	1 05
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	2 80
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

COFFEE

Our Monarch Coffee is a splendid drink. The fine, even blend which we have been enabled to steadily maintain has only been possible by reason of our having secured supplies of fine qualities far ahead of our expected requirements. You who have been selling the Monarch Coffee will know from your customers what a high-grade Coffee it is. You who have not had the privilege of having this most excellent source of information can get it by putting in a small lot of Monarch. Send it out to your trade and you will most surely get back the kind of reports which are the most pleasing that a merchant can receive.

Monarch Coffee	- - 1s	50.
Monarch Coffee	10, 25, 50 lb. tins	48.

Send us a trial order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

TRADE EXCELSIOR MARK

CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.

Selected basswood handles.

Selected corn.

Closely stitched.

Well balanced.

Tough, Fine Corn
Can Ship from Stock.

J. C. SLOANE CO.

Owen Sound Canada

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.....	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.

Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box.....	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack, doz...	1 50

NUTS

Grenoble Walnuts
California Walnuts
Almonds Filberts
Brazils New Cocoanuts

Also a full line of Grapes, Oranges, Lemons, Bananas, Apples, etc.

WHITE & CO.
Limited
TORONTO

BROOMS

Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom
We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg

KEYSTONE
BRAND
SATISFACTION
Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.
NUGGET BROOMS
are in steady demand. If you aren't stocking them, you're losing customers and money.
For prices, etc., write
Stevens-Hepner Co., Limited
PORT ELGIN, ON
The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.
STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Once Used, Always Used

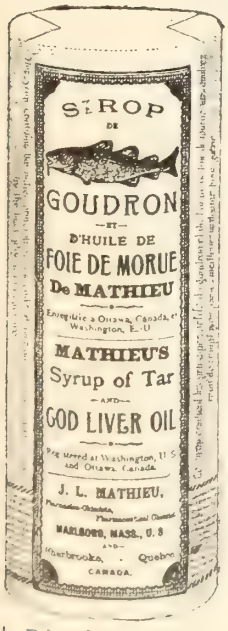
CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited

BOWMANVILLE, ONT.



Display this remedy in your store. It always invites inquiries which result in sales.

Cold Weather Means Increased Demand

for a reliable remedy for colds, grippe, pneumonia, etc. You can recommend no remedy with a better reputation for its curative powers than

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Other grocers find that this desirable product sells very readily resulting in a nice little extra business. Mail your initial order to-day.

J. L. Mathieu Co.

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SHERBROOKE QUEBEC

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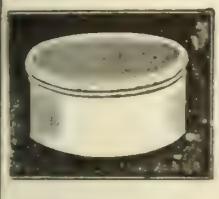

STONEWARE

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
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J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
The dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Shuman Pricing Outfits
for
Groceterias and Stores which price-mark their goods we have the right system.
For full particulars write:
Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

STRONGER PRICES LIKELY IN RAISINS

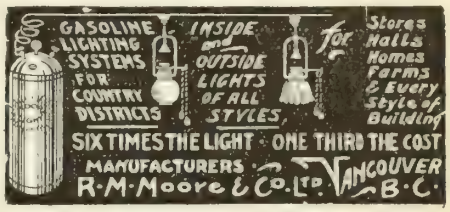
The retail trade will be well advised to buy where possible both seedless and seeded raisins. Indications point to light supplies later on and very much higher prices. Thompson's seedless are very hard to obtain on the Coast and there is a tremendous demand for them. They are quoted to the trade now at 21 cents per pound and stocks are not heavy in the wholesalers' hands. Some dealers are only filling orders for small lots for immediate shipment at 20½ cents. In the packages, larger orders are being taken, but goods are being sold to arrive at 20 cents per package.

CLIMAX PAPER BALERS
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd.
VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

WANTED — STEADY, RELIABLE MARRIED man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

HELP WANTED

WANTED — BY LARGE MANUFACTURING concern 2 experienced salesmen with thorough knowledge of Western and Northern Ontario grocery trade. Must be first-class and fully competent. Box 766, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

MANUFACTURERS' AGENT, MONTREAL, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

TO EXPORTERS AND OTHERWISE — ENGlish commercial requires sole agency for England, Scotland and Wales. Canned and dried fruit, canned salmon, matches or cereals. Highest references given. Apply A. S. Rooke, St. Ronan, Burgess Hill, Sussex, England.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR SALE

FOR SALE—FIRE-PROOF INTERNATIONAL acount register, 120 size, with filing drawer. Speak quick. $60. Box 506, Seaforth, Ont.

FOR SALE—GENERAL STORE AND POST Office in Country. Good trade, store and dwelling; five acres ground; easy terms. Good chance for right man. Apply Box 754, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY—PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** which contains latest list you will be better able to carry on your business.

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

Something *Extra* Good in Smoked Hams!

WE are right in the season when Smoked Hams enjoy a big sale—and when you can do a brisk, steady business by featuring them on your provision counter.

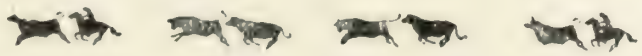
You'll be more than pleased with the splendid line of Smoked and S.P. Hams we are now supplying to the trade. These mild-cured, tender, fine-tasting hams will give your customers the utmost satisfaction and bring you excellent "repeats."

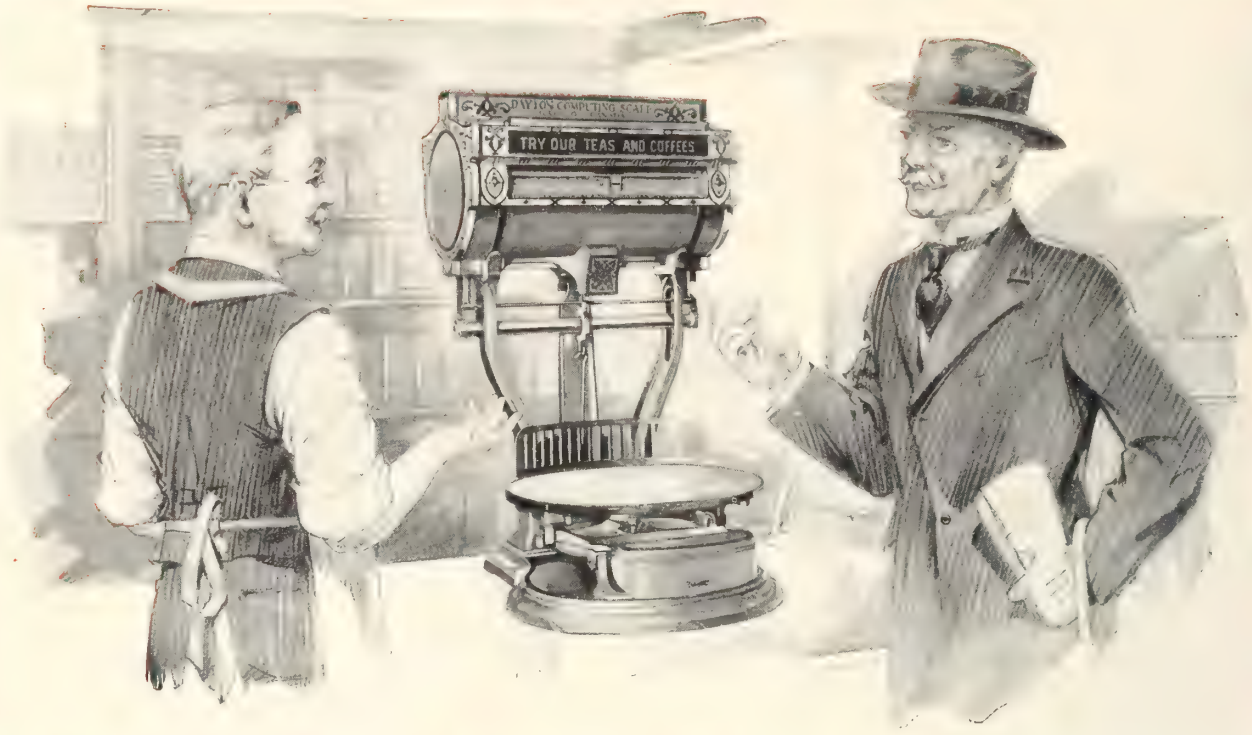
We have them in all sizes to suit your trade—large and small—and the prices are the most attractive we have been able to offer for a long while.

Ask our traveller when he calls—or drop us a card asking for quotations. Prompt shipments and careful attention given to mail orders.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO -- MONTREAL





Men who know like to see you use the Dayton Scale

Your banker, your wholesaler—that better section whose trade you want—all these big men know what it means when they see a Dayton Scale in your store. They know it means absolutely correct weight, and that every cent of selling price that is your due is going into your cash register. These big men compliment you on your good judgment. They already buy our other products—International Time Recorders and Hollerith Electric Tabulators—and they know the reputation and value of the Dayton Computing Scale. All of which is one more good reason why you should use it.

"If it's a Dayton, it's Right"

The Dayton Scale is made in Canada

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Division International Business Machines Co., Ltd., also makers of International Time Recorders and Hollerith Electric Tabulators.

FEATURING ARTICLES FROM TORONTO MERCHANTS

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 28, 1919 No. 48

Made Quickly—Sells Quickly

Beware of Imitations

Rapid "turnovers" and good profits make Pure Gold Quick Puddings a profitable selling proposition. They're made in three flavors, chocolate, tapioca and custard retailing at 15c a package.

Pure Gold Mfg. Co., Limited

TORONTO and WINNIPEG

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

Coca-Cola

TRADE MARK REGISTERED

It's already there

You don't have to "work up" a demand for Coca-Cola in your community. It's already there—waiting for you to turn it to good account by stocking this delicious beverage and showing a Coca-Cola sign in your store.

Order your supply of Coca-Cola today. You can sell it by the bottle and by the case. The profits are worth while.

THE COCA-COLA CO.
WINNIPEG

11T

Will you have it when they call?

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

MILK PRODUCTS LEAD IN QUALITY

It's Easier to Sell Borden's than any other Kind

because your customers know that Borden's have set the standard of Quality in Milk Products for generations.

They are being told this — they are being convinced of it — through the consumer advertising by which we are helping every Borden dealer to multiply his sales.

Is our co-operation in this regard helping you? There is no reason why it should not. Just keep your Borden stocks displayed and watch results.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL and VANCOUVER

Two Perfect Blends that never Fail to please

Loyal Brand

A delicious coffee blended from the highest grade beans, picked only from matured trees. These beans are carefully roasted in special ovens that retain every particle of natural aroma and sealed in attractive air-tight containers. A superb coffee.

Sweetheart Brand

If your customers are epicures they will be delighted with Sweetheart Brand. You will find these two lines are wonderful sellers. They are both backed by our reputation.

Try a sample order.

The IXL Spice and Coffee Mills, Limited, London, Ont.

Malcolm's Canadian-made Milk Products

Malcolm lines are increasing in popularity every year with prudent housewives because they know they can depend on Malcolm quality and Malcolm purity.

You cannot feature three more dependable winter selling lines than Malcolm's. Their economy and goodness make them popular sellers.

Replenish your stock of Malcolm's. Order to-day.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

CLARK'S
PREPARED FOODS

Corned Beef
English Brawn
Stewed Ox Tail
Cambridge Sausage
Corned Beef Hash
Lunch Tongue

Roast Beef
Boneless Pigs Feet
Stewed Kidneys
Geneva Sausage
Irish Stew
Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner,
Etc., Etc.

SELLERS ALL *BUY NOW*

W. Clark, Limited **Montreal**

Clark's

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Room [illegible], Lewis Block, 107 Hastings Street West, Vancouver, B.C.

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

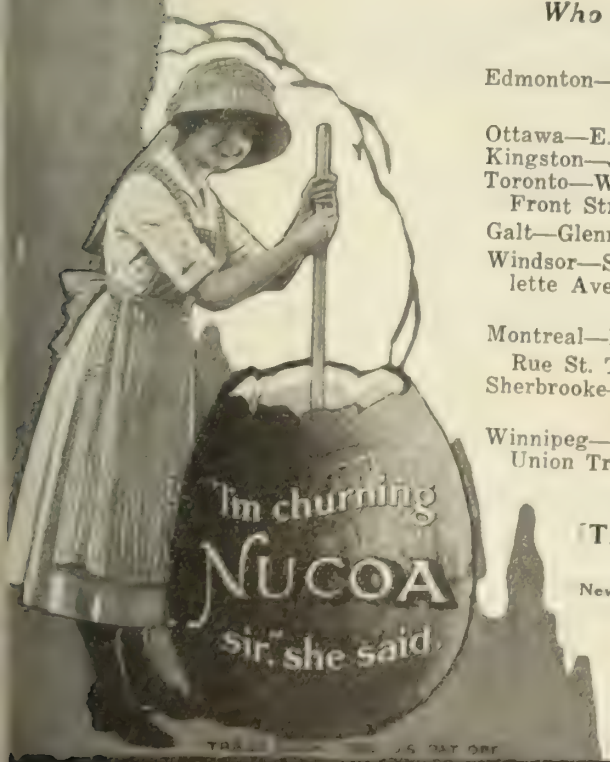
through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

NUCOA

The Original Nut Butter

Nucoa is a **pure,** appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of cocoanuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.



Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons
Kingston—J. Y. Parkhill & Co.
Toronto—Whyte Packing Company, Front Street E.
Galt—Glennie & Moore, Ltd.
Windsor—S. P. Lyttle, 88 Quellette Ave.

Quebec

Montreal—Labrecque & Pellerin, 11 Rue St. Timothee
Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307 Union Trust Bldg.

The Nucoa Butter Company

New York Chicago

BUTTERS BREAD STAYS SWEET

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arab Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

A Fish Department! Stocked With Watson's!!

Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED
Kippers
Bloaters
Boneless Herring
Herring Chicks

SPECIAL
Feature Herrings in 10-pound pails.

PICKLED
Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited
Vancouver

Western Representatives:
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

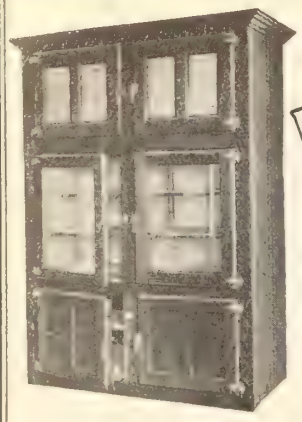
We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.



Let the

EUREKA

Grocer's Refrigerator

help you to sell your Perishable Goods

You are not experimenting when you buy a Eureka.

They have been proved by 33 years of honest effort in one direction and a long line of satisfied users.

Let us quote you **NOW.** Write us for particulars, etc. Now is the time to get our very best service and attention. Don't wait till the busy season. Do it now.

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

HOPS

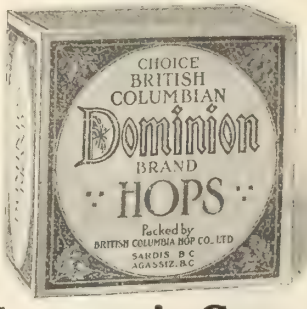
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

"Caught in Salt Water"

HALLPINK

choice pink

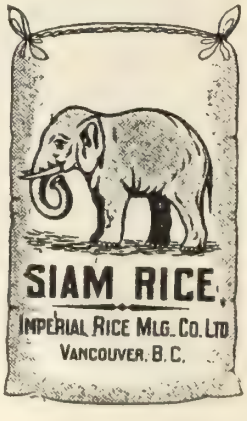
SALMON

1 lb. and ½ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BB

"Here Since 1876"

During this time we have grown with the West. We have developed a line of products that has been a splendid source of supply to dealers in

Pickles	Sauces
Relishes	Vinegar
Temperance Drinks	Vanilla
"B.B." Sauce	Liqueurs
Baking Powder	Fountain Syrups
Extracts	Tea, Etc., Etc.

Ask your wholesaler. If he cannot supply you—ask us.

Blackwoods Limited
WINNIPEG, MAN.

IMPORTERS T EXPORTERS

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN

Branches: Fujita & Co., Ltd., Seattle, Wash.
Fujita & Allen Co., San Francisco, Cal.

REPRESENTATIVES:

DONALD H. BAIN CO.
Western Ontario Saskatchewan
Manitoba Alberta

C. B. HART
MONTREAL
Quebec

LIND BROKERAGE CO.
TORONTO
Ontario

EVERY MORSEL EDIBLE AND DELICIOUS

They used to be small like sardines---true enough---

BUT THEY GREW

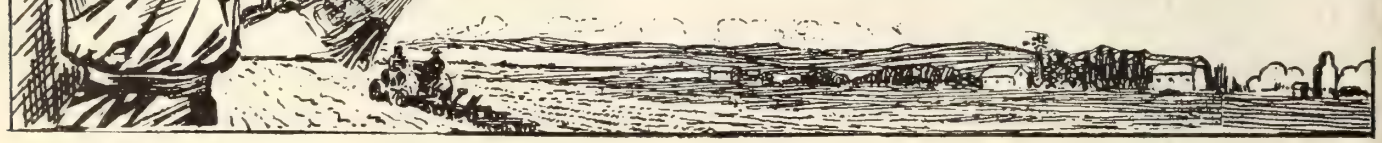
so, unlike sardines---they have to be cleaned.
Albatross Pilchards are cleaned---no roe or entrails.

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED



If your customers prefer RED SALMON sell them

HALLCHOICE
CHOICE RED
SALMON

1 lb. and ½ lb. tins

Harry Hall & Co., Limited
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

The Advertisers would like to know where you saw their advertisements—tell them.

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

Not Only Because They're Canadian But Because They're Unsurpassed

Sell Them

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

HIGH CLASS ENGLISH Biscuits and Cakes

English manufacturers require to establish in Canada a first-class selling organization for the whole country and would therefore appreciate and consider applications from persons or firms having available a selling organization amongst the best stores over the whole of Canada. A sole agency would be considered for a period subject to a minimum turnover of not less than 1000 tins weekly. First-class, well established organizations please apply in confidence in first instance to Box No. 74, The Canadian Grocer, 88 Fleet St., London, Eng.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

W. J. SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

Have you tasted our Non-Alcoholic Liquers? If not, now is the time to get a trial order of these delicious drinks from your wholesaler, or write
S. G. BENDON UTILITY CO.
Montreal, Que.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

MANUFACTURERS
do you want to market your products in MONTREAL
We can do it for you quickly, and at reasonable cost. Big demand in Montreal now for all lines of food products.
Write or wire us for information.
O. M. SOLMON
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

There's Big Demand for
REX PRODUCTS
Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder
Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL
McDONALD ADAMS, WINNIPEG — S. H. MOORE & CO., TORONTO — KING & SOUTHCOT, VANCOUVER

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Are You This Young Man?

We would like to get into touch with a grocer or clerk familiar with the grocery trade capable of preparing advertisements or booklets.

Send full information about your experience, salary expected, references, etc.

This is a splendid opening, for a grocer or clerk who would like to advance in this class of work.

Apply BOX 764,
CANADIAN GROCER
143-153 University Ave.
TORONTO

Registered

Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--BRIER
INDEX
BRITISH CONSOLS

Chewing--PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

B17

Millions are Learning About

The joint circulation of the magazines, newspapers and farm papers which carry the gigantic Lanka Tea campaign aggregates over a million. Five readers to each of these million copies is a fair estimate of the actual number of persons who will see Lanka ads. Judge for yourself the demand for Lanka Tea this enormous volume of publicity will create.

Tie up your store to this big selling drive by putting the Lanka store card in your window and displaying the handsome Lanka packages prominently on your shelves.

This is the final link in sales suggestions — the reminder to your customers that *your store* is where they can secure the tea they want — the new tea called Lanka.

You will see the Lanka Tea advertisement running in your favorite publications just as your customers see them. Get ready for the demand with a generous stock of Lanka Tea, "Best value the world produces."

Order from your jobber today.

Lanka Tea is packed and imported by
WM. BRAID & COMPANY
Vancouver, Canada

Ontario Agents
S. H. MOORE & COMPANY
704 Excelsior Life Bldg., Toronto

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres. Representatives Everywhere.

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders
to
S. Davis & Sons
Box 630
Montreal

Manufacturers
of
Good Cigars
for
over 70 years

NOBLEMEN—Superiores	50, 25	$102.50*	10%	$92.25 net
Invincibles	50, 25	110.00*	"	99.00 "
Coronas	50, 25	102.50*	"	92.25 "
Junior	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures	50, 25	102.50*	"	92.25 "
Longfellows	50	75.00	"	67.50 "
DAVIS PANATELAS	50, 25	82.00*	"	73.80 "
CONCHAS	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and Perfectos	50, 25	70.00*	"	63.00 "
EL PROPOSO	100	60.00	"	54.00 "
DAVIS SUBLIMES	100	60.00	"	54.00 "
MIDGETS (20 packages of 5)..	5	48.00	"	43.20 "
LORD TENNYSON	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

*$2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

Discounts shown based on purchase of at least 500 cigars assorted or of one brand.

Cash: 1% extra

Shipments prepaid to destination.

KING GEORGE'S NAVY

CHEWING TOBACCO

wins the confidence of the men

And the confidence of the men is by no means an unimportant factor in successful retailing.

You can get the men coming to your store by showing King George's Navy on your tobacco counter.

And one sale means a steady run of repeats.

Try King George's Navy.

Rock City Tobacco Co., Ltd.

Sani-Flush

(TRADE MARK REGISTERED)

The Closet Bowl Cleaner

The ***Sani-Flush*** package is ideal for display purposes. It tells the whole story. Display cans of ***Sani-Flush*** in your window, on a counter, or on a conspicuous shelf. Inquiries and sales will follow naturally.

Do not wait for people to ask if you handle ***Sani-Flush,*** but put it where they can see for themselves. Women don't care to discuss the subject of cleaning closet bowls. They buy ***Sani-Flush*** readily, however, when they see it for sale.

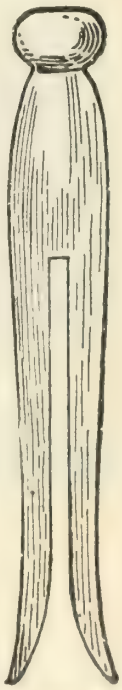
Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul Street
TORONTO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

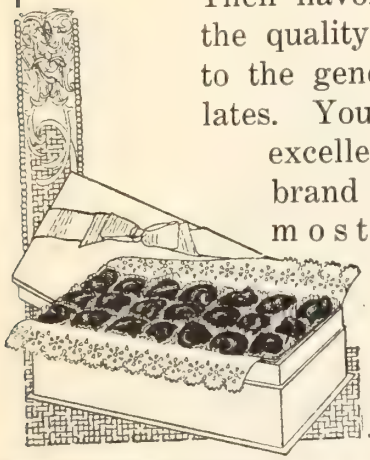
Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

"NOBILITY" CHOCOLATES

are pure chocolates made by expert candy makers in a factory where strict cleanliness is observed at all times.



Their flavor is delicious and the quality is vastly superior to the general run of chocolates. You will find them an excellent selling line—a brand that will please the most exacting candy-lovers.

A Sweet Proposition

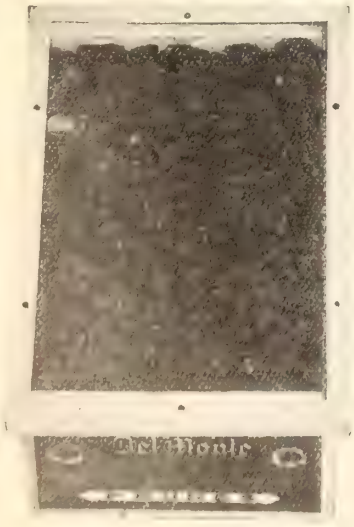
Nobility chocolates offer a selling proposition that is as profitable as they are sweet.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Scott & Thomas, Foy Bldg., Front St. W., Toronto
Maclure & Langley, Limited
Montreal Winnipeg

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.



Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

Fiber Glass Dried Fruit Covers

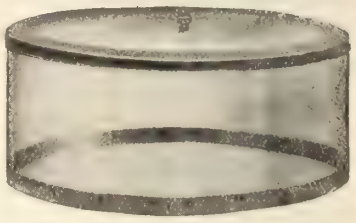
This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

Canadian Distributors:

Eby-Blain, Ltd., Toronto, Ont.
Johnson & Barbour, London, Ont.
Laporte-Martin, Ltd., Montreal, Que.
Macpherson-Glassco & Co., Hamilton, Ont.

Fiber Glass Cheese Covers

ALL SIZES



Our 16x7 Round Cheese Cover, shown above, illustrates complete line made 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well a having breakage entirely eliminated Last for years.

FIBER GLASS FOOD COVER CO., Inc.

NORTH ASHLAND AVE., CHICAGO

This Label Means Profit to You

Armour's QUALITY PRODUCTS

Invest your capital in goods that sell readily and steadily. Stock recognized brands of known reliability and quality — brands that are called for *repeatedly*.

Armour Oval Label food products are quality goods of known reliability, *and there is an Armour product to meet the demands of your most critical customers.* Armour Quality Products sell rapidly.

The Armour Oval Label takes the guesswork out of buying—for you and your customers.

The nearest Armour branch house will give you the necessary information regarding the entire line. It pays to sell Armour Quality Products.

ARMOUR AND COMPANY

GENERAL OFFICES AND PLANT:
HAMILTON,
ONTARIO

BRANCH HOUSES:
TORONTO, MONTREAL,
SYDNEY, N.S., ST. JOHN, N.B.

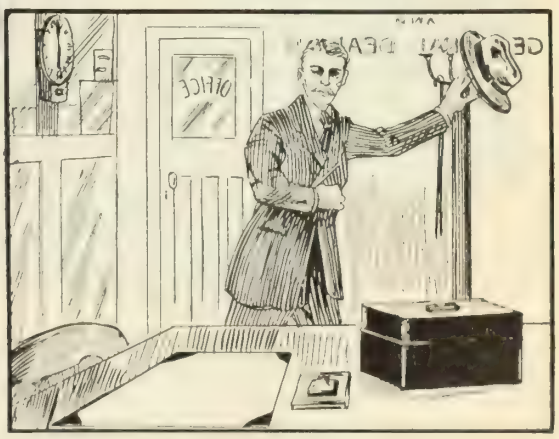
THIS

Everything disorder and worry.

Why Spend, Money, Time and Energy in Keeping Credit Records?

OR

THIS



Everything in order and contentment.

If You Must Keep Credit Records, Then

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you PROTECTION
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA
The Security Envelope File Check System
29 Ontario St. - - Stratford, Ont.

?

WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.
THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

A Wealth of Health

In every delicious sip of Marsh's "Concord" Grape Juice.
Marsh's Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe are equally as good.
Do you profit from their big demand?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

PROMPT SERVICE
will hold your trade, and bring success

Brodie's XXX Self-Raising Flour
will please your customers and bring new ones. Just the kind of goods you need to stock.

Brodie's XXX Flour
means quick sales, satisfied customers and fair profits.

Be sure you order Brodie's XXX Flour, the best on the market.

Made in Canada for Canadians by

BRODIE & HARVIE LIMITED
MONTREAL

BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

The skill of expert workmen upon first-class materials ensures a quality product. No one would ever deny that statement in the case of Canada Broom & Brush Co. The ten different grades of Household Brooms, three different grades of Toy Brooms and our special Warehouse Broom, have all a most enviable reputation for satisfactory service.

The Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.
Sales Manager
M. Webber, London
Western Sales Agency—MESSRS. NICHOLSON-RANKIN
707-708 Confederation Life Bldg., Winnipeg, Man.

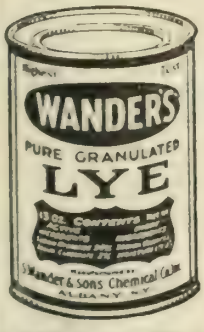
WHEN A CUSTOMER ASKS YOU

for H.P. Sauce, it's reasonable to suppose she wants H.P.—it's also reasonable to suppose she is not going to be equally satisfied with something else. Lose that customer's confidence and you lose her patronage. But sell her H.P.—and you win her confidence in you and in the other goods you sell. Besides you make a very satisfactory profit on

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs. Bleaches
Destroys Odors

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

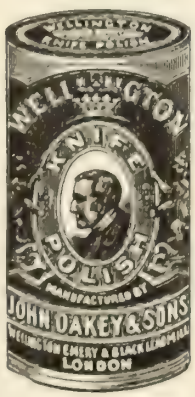
We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

BACK FOR MORE!

"FOWLER'S PRODUCTS ARE BETTER!"

Kiddies—and grown folks — can't get too much of the genuine

Wantmore

PEANUT BUTTER

It not only has a delicious flavor but it is more nourishing than milk or eggs.

Your dealer has it and also "Wantmore" Salted Peanuts,

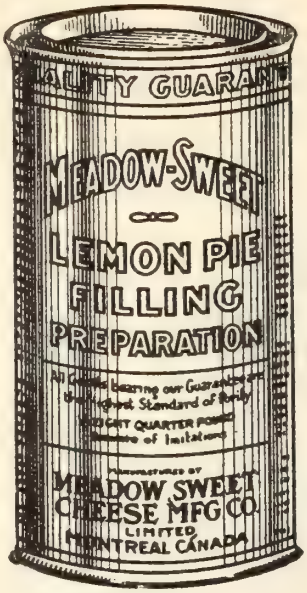
R. L. Fowler Company Limited
Calgary Saskatoon Regina

A statement backed to the limit by the products themselves.

Constant reiteration of that statement in our extensive consumer advertising is making our products very easy to sell.

When, therefore, your customers ask for Peanut Butter, suggest "Wantmore." You will be surprised how ready they are to buy. The above cut and many others will be sent to you on request free of charge. It will greatly help your local advertising of this popular product.

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA
License No. 15-241



Mr. Merchant 25% Pays You a Fair Profit

You can make the above profit on every tin you sell and at the same time give the trade excellent value.

Meadow Sweet Lemon Pie Filling is now in splendid demand. Easily sold, and means repeat business. Try a shipment from your nearest wholesaler.

Or

Dunn-Hortop Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal

Furnivalls

BE A FURNIVALL DEALER

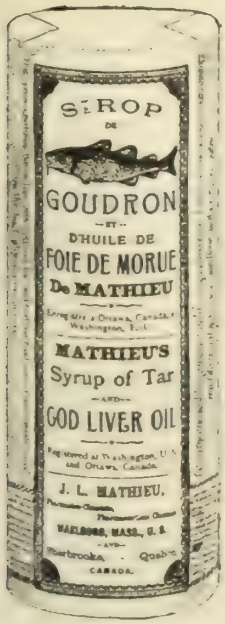
Show and recommend the Fine Fruit Pure Jams that are winning new friends every day because their quality is "different."

Furnivall profits are good.

FURNIVALL - NEW Limited
Hamilton, - Canada

AGENTS. The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Two Old Reliable Remedies



Mathieu's Syrup of Tar and Cod Liver Oil as a remedy for colds, grippe and pneumonia.

And

Mathieu's Nervine Powders for headache, neuralgia, la grippe, nervousness, etc., are deserving of your heartiest recommendation.

There is always a demand for these products and the margin of profit on their sale is liberal.

Order to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

Profitable Because---

It is absolutely guaranteed to be pure and its past record for reliability makes Cow Brand customers—regular customers.

Replenish your stock of "Cow Brand" to-day.

Church & Dwight, Ltd.

MONTREAL

Every Day It Happens

Someone starts in business and opens up a new store. You could get some of this business if you knew about it.

NEW GROCERY STORES
NEW GENERAL STORES
NEW FRUIT STORES
NEW CONFECT'Y STORES
NEW BUTCHER SHOPS

Every province is covered by us and a prompt daily service is provided to those who wish to get items about these new stores.

NEW DRUG STORES
NEW RESTAURANTS
NEW HOTELS
NEW FOOD PRODUCTS
NEW DEPTS. OPENING

We cover every subject printed in the newspapers and are able to give you a service that will mean money to you.

ITEMS ON MANUFACTURING
ITEMS ON RETAIL TRADE
ITEMS ON EXPORTS, IMPORTS
RETAIL GROCERY ADS.
NEWS ON SPECIAL LINES

We read and clip the newspapers as a business and can collect items for you covering the above subjects. We will be glad to give you rates and details of the service if you mark the subjects, put your name and address at the bottom and mail to—

CANADIAN PRESS CLIPPING SERVICE

143-153 UNIVERSITY AVE., TORONTO

Name.. .....

Address .....

Made in Canada for Canadians

RADNOR WATER

Mixes With Anything

RADNOR DRY GINGER ALE

Makes a Delicious Drink

RADNOR WATER

The old-time favorite is ready for the market. Bottled in Canada from the purest and only

Perfect Mineral Water

RADNOR DRY GINGER ALE

A delicious ginger drink made from the purest selected essences obtainable. Carefully blended and bottled with Radnor Water.

High Class Grocery Stores

in every City, Town and Village will have enquiries from the best trade for Radnor.

YOU Can sell Radnor to your best Customers.
Can sell Radnor to Hotels, Clubs and Restaurants.
Can sell Radnor to Hospitals, Invalid Homes.

NOW

is the time to order your supply for Xmas and Winter trade. Be the first in your town to stock Radnor.

AGENTS WANTED

to represent Radnor in every Province.

Order from your wholesaler or write direct to

THE RADNOR WATER, LTD.

McGill Bld., Montreal

There's no question about the superiority of

St. Williams Strawberry Jam

Women everywhere acknowledge it. This luscious flavored jam is made from fresh, full ripened strawberries carefully selected for blemishes then blended with pure cane sugar.

St. Williams Curling Brand marmalade is equally as popular. Your customers will find it just as tempting—just as delicious.

Try a convincing sample order.

St. Williams Fruit Preservers, Limited

Selling Agents:

Maclure & Langley

Limited

TORONTO

MONTREAL WINNIPEG

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO SELL TIMBER?

Can you inform me where I can sell hub timber, elm logs and wood? S. G. Boyd, Marmora, Ont.

Answer.—D. J. McLean, Mail Bldg., Toronto; Anderson Lumber Co., Excelsior Life Bldg., Toronto; Anglo-Canadian Lumber Co., 26 Adelaide Street W., Toronto; Bowden & Sons, 377 Greenwood Ave., Toronto; Canada Lumber Co., Weston, Ont.; R. G. Dryden, Pelham Ave., Toronto; Fesserton Timber Co., Ltd., 15 Toronto St., Toronto; Gall Lumber Co., foot of Spadina Ave., Toronto; J. C. Gilchrist Lumber Co., 45 Ernest St., Toronto; T. H... Hancock, Junction, Toronto, Ont.; Irvin Lumber Co., Ltd., 3534 Dundas Street W., Toronto; Walter Davidson & Co., Ltd., 186 Duke Street, Toronto; R. Laidlaw Lumber Co., 65 Yonge Street, Toronto; Vancouver Lumber Co., Ltd., Excelsior Life Bldg., Toronto; Victoria Harbor Lumber Co., 12 Wellington St. E., Toronto.

MONTREAL WHOLESALE GROCER

In list of wholesale grocers in Montreal published in answer to enquiry some time ago, the following firm name was inadvertently missed: Birks, Corner & Co., Ltd., 39 Youville Square, and 2, 4, and 6 St. Francois Xavier Street, Montreal, Que.

WHO ARE AGENTS

Please tell me who are agents for Wax No-Rub?—Mr. Mickle, York Trading Co., Toronto, Ont.

Answer.—They have no agents; you buy direct from the Wax No-rub Mfg. Co., Almonte, Ont.

QUEBEC JOBBERS OF PICKLE LINES

Could you give us names of the Quebec Province brokers for the following import lines: Rowatt's pickles, Stevens' pickles, and Cross & Blackwell line?—G. T. Armstrong & Sons. Ltd., Sherbrooke, Que.

Answer.—Rowatt's pickles are handled by A. C. Snowden, St. Francois Xavier Street, Montreal; Stevens' pickles: Forbes & Son, St. Paul Street, Montreal, are agents for these; Cross and Blackwell line is handled by Stewart Menzies & Co., Toronto, Ont..

MAKERS OF MIDGET FLOUR MILLS

Please give the following information as to who makes the Midget Flour Mills—a complete flour mill for putting out 5, 10, 15 or 50 barrels per day?—C. Y. Poehlman, Collingwood, Ont.

Answer.—Canadian Fairbanks-Morse Co., Toronto, Ont.

WHOLESALERS OF BALED HAY AND STRAW

Please send me names of wholesalers in baled hay and straw.—A. E. Flett, 44 Barrington Ave., Toronto, Ont.

Answer.—J. A. Peer & Son, 14 Commercial Street, Toronto, Ont.; Crampsey & Kelley, 778 Dovercourt Rd., Toronto, Ont.

MANUFACTURERS OF ICE CREAM CONES

Please give the following information: Manufacturers of ice cream cones.—Joliette, Que.

Answer.—Maclure & Langley, 12 Front Street E., Toronto, Ont.; Real Cake Cone Co., 81 Jarvis Street, Toronto, Ont.

MANUFACTURERS OF BUTTER BOXES

Would you please give names of wholesale manufacturers of butter boxes and tubs?—C. F. Schutt.

Answer.—E. B. Eddy Co., Hull, Que.; Boxes, Ltd., Ottawa, Ont.; Sarnia Paper Box Co., Sarnia, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.; Consumers Box and Lumber Co., Ernest Ave., Toronto; Barchard & Co., 151 Duke Street, Toronto; Firstbrook Box Co., Toronto; Kilgour Mfg. Co., Hamilton, Ont.; Parry Sound Lumber Co., Toronto.

PAYMENT OF SALESMEN AND OPERATING EXPENSES OF WHOLESALE GROCERY

"Methods of Paying Salesmen and Operating Expenses in the Wholesale Grocery Business in 1918," is the title of the latest bulletin of the Harvard Bureau of Business Research. The discussion of the methods of paying salesmen covers policies used by firms selling in strictly local districts and those having national distribution of their products. Most of the firms with local businesses pay their salesmen fixed salaries without commissions. The investigation showed, however, that the commission plan is generally considered more satisfactory in the larger businesses covering more than local territories. Statements are quoted from several firms describing the arrangements that they make with their salesmen when paying commissions.

Fifty-seven wholesale grocers furnished profit and loss reports that could be compared for the years 1916, 1917 and 1918. Almost everyone of these firms showed an increase in volume of sales in 1918, the largest increase being about 50 per cent. over 1917. For all but three firms, gross profit was lower in percentage of net sales in 1918 than in 1917; 53 firms showed a lower net profit in 1918. Stock turn—5.2 times a year—was lower for 40 firms in 1918 than in 1917. A detailed summary of each item of expense and profit in 1918 based on the reports of 145 grocers is published in the bulletin.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Cidre Mousseux

Champagne de Pomme

Can be Shipped Anywhere in Canada

We conform with the law and can guarantee that our cider can be sold anywhere without the slightest restrictions.

Every Grocery Store in Canada

should stock these delicious beverages. Made from the juice of Canadian apples and bottled by Canadians for Canadians. Sell our cider by the case. You will be surprised at the volume of business you can secure by selling our products.

Watch "Canadian Grocer" for our regular Advertisements.

Cie Canadienne Importation Co.

140 St. Catherine Street East

MONTREAL

"SALTESEA" OYSTERS

Packed in Glass Jars and delivered to your trade PURE AND UNADULTERATED.

"SALTESEA" OYSTERS please your trade and give satisfaction to you. Read page 63 and see what one dealer thinks. He is only one of many. If you are not already with us WRITE TO-DAY for prices and particulars.

THE OCEANIC OYSTER CO. OF CANADA

LIMITED

MONTREAL

A year's use has proved that the new waxed board carton in which Red Rose Tea is packed is neater, stronger, more secure and much better liked than the old-fashioned lead package.

What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

THE NEW APPETISER

Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

Don't be dubious about taking up a new product. Savora is made in conjunction with Colman's D.S.F. Mustard which is sufficient guarantee of its goodness. You can safely recommend it just as you have all other products of the Colman-Keen family.

Savora is put up in convenient sized jars—2 doz. large or 4 doz. small to the case. Put a trial case on your next order to your wholesaler.

MAGOR, SON & COMPANY, LIMITED

191 ST. PAUL ST W., MONTREAL Canadian Agents 30 CHURCH ST., TORONTO

Greetings of the Season

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

G Washington's REFINED Coffee

Went to War Home Again

CANADIAN GROCER

Vol. XXXIII. TORONTO, NOVEMBER 28, 1919 No. 48

Toronto A Growing Grocery Centre

FOR many years past Toronto has played an important part in the distribution of food products. It is a city strategically situated to handle this trade expeditiously and well. The hub of a network of railway lines its lines of distribution radiate more directly than from almost any other food distributing centre. In addition to the regular railway facilities provided by Canada's three great railway systems, it has, as well, five interurban lines, as well as boat communications during the greater part of the year with many parts of the Province.

Toronto is pre-eminently a buying centre. With a population close to half a million there is sufficient home demand to assure strong and aggressive business organizations to meet the needs of the people. But not only is it the selling centre for a city of half a million, but it is the commercial centre of a Province rapidly approaching the three million mark. Not that there are not a number of other thriving distributing centres in the Province, each of whom do a thriving business, but by reason of its central location, and the fact that it is the headquarters of many business activities, Toronto is unquestionably the premier distributing point of the Province. Centres like Hamilton and London and Ottawa have built up a big distributing trade and are ever increasing this trade, but this business has not been built up at the expense of the larger centre. There is, in fact, a sphere of usefulness of all these distributing points, but Toronto, by the very nature of its business, stands well at the head.

A CENTRAL HEADQUARTERS

Many of the large food producing plants have their headquarters in Toronto. Five of Canada's largest packing plants are located in Toronto, and from this centre distribute their products over the whole Province and far beyond its borders. There are as well several large cereal and flour mills, two large biscuit plants and three soap plants. Toronto is as well the home of cocoa and chocolate plants, does an enormous wholesale trade in candy and confectionery, is a distributing point for several coffee, spice and pickle manufactories, is the home as well of several important cleansing powder plants, and furniture polish manufacturers. It is also the centre for several manufacturers of store equipment. Being the centre of so many of these large industries, it is not unnatural that the merchant likes the opportunity to visit the city from time to time to visit some of these plants and to keep in touch with the changes taking place in these lines.

A great wholesale centre—

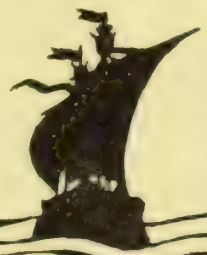
Toronto is moreover a great wholesale centre. The large business that is being done there has naturally resulted in the building up of some important wholesale firms. The dozen or more firms located in Toronto with their selling organization cover practically the whole of the Province with a constant stream of travellers, so that the Toronto houses are well known in every part of the Province. Moreover, Toronto is the headquarters of some very important brokerage firms, handling accounts that are in demand everywhere. Toronto, therefore, becomes the distributing centre for these goods and for that reason a locality of more than usual importance

AN IMPORTANT DISTRIBUTING POINT

Toronto is an important fruit distributing centre as well. Having one of the largest fruit markets in the country, merchants from all over the Province are accustomed to foregather there in the summer months to do their buying and to reship their goods to their final destination. Toronto, too, by reason of its central position and unequalled transportation facilities, has become a dispersion point of great importance. Many trainloads of such goods as potatoes, apples, bananas and such like are billed on Toronto for distribution to other less populous centres, the brokerage business in these lines has become an important matter, while Toronto generally is known as one of the most important wholesale fruit centres in Canada

OTHER LARGE INDUSTRIES

The city has also gained considerable attention as the distributing point for fish, oysters and such like. There are a number of important fish dealers in the city who receive supplies from the lake ports and both coasts and distribute to every section



of the Province and this has become a very important factor in the trade. All the large packing plants as well as other agencies have well-established produce departments which not only distribute such lines as butter, eggs and cheese, but also receive these goods from general merchants and other shippers throughout the Provinces.

These, then, are a few of the reasons why Toronto holds such a strong position as a distributing centre for the Province. Its wide resources, and its wide-spread organization afford a very forceful argument that the business men of the city have not been slow to use in building up the trade from other parts of the Province.

INCREASED VANILLA CROP

Conditions of the Mexican vanilla crop are excellent, the season having been most favorable, and a crop of 300,000 pounds of whole beans and 20,000 pounds of cuts is expected as against last year's crop of 210,000 pounds of whole and 40,000 pounds of cuts.

A view of Yonge Street, Toronto, looking north, giving an idea of some of Toronto's magnificent business and financial buildings.

How One Grocer Sold a New Line

Carried a Tin of a Certain Brand of Grape Jam in His Pocket and When Taking Orders at the Houses, Showed It to His Customers—Sold a Case One Day.

MANY retail grocers have different methods of boosting the sales of certain lines of goods, and all are apparently followed by a fair degree of success. Guy and Hoffman, 1218 St. Clair Avenue W., Toronto, recently introduced a certain kind of grape jam. They had not previously stocked it, but first saw it demonstrated at the Toronto Exhibition. Being convinced of its merit, they decided to get some of it. This firm makes it a practice to call at the houses of their customers twice a week for their orders, and a good proportion of their business is done in this way. In introducing this grape jam to his clientele, Mr. Hoffman carried a tin of it in his pocket when making his rounds. He talked it up to his customers, with the gratifying result of selling a case in one day. He has now pretty well introduced it to his people, and he told CANADIAN GROCER the other day that he is now selling it right along. In fact, he states that sales the past month, while not averaging a case a day, are well maintained, and he believes that he has created a steady demand for it that is bound to grow. He is also selling it over the counter by showing it to people who come in, and recommending it to them.

Scott Bros., 41 Yonge Street, have been in the wholesale grocery business since 1896, first at 190 King Street E., and for the past six months in their present premises. The business is now controlled by A. E. and W. E. Scott, but was first started by their father, Wm. Scott. The trade of Scott Bros. is largely in the city, and does not extend much beyond Toronto.

MEXICAN COFFEE CROP GOOD

The flowering of the coffee trees in the Vera Cruz district is reported to have been very good in the sense that it has been scattered over a greater length of time than usual, which will be of marked asistance in gathering the crop. Last year 25 per cent. of the crop was lost on account of the shortage of labor on the various plantations, and this, of course, will be the deciding feature in this year's picking. The present estimate for the crop in the district is that it will run from 150,000 to 200,000 quintals. The conditions of the crop in the state of Chiapas have been doubly as good, if not better than last year and will be approximately from 200,000 to 250,000 quintals.

Introduced Many New Products to Customers of the Store

R. Barron, Ltd., one of the first grocery stores on Yonge Street, Toronto, has been the first to call a number of products now sold throughout Canada to the attention of the Canadian public. Mr. Geo. Barron, the present senior partner, believes that it is the duty as well as the opportunity of the store to suggest goods to the customer.

THE introduction of new food products to the Canadian market, and that have afterwards become tremendously popular, resulting in some instances in the establishment of factories in Canada, has been a feature in the trade development of R. Barron, Ltd., 728 Yonge street, Toronto. Bringing articles of American manufacture to this country, and creating a market for them on this side, first among their own customers, looms large as a factor in building up the immense business for which this firm is well known. This concern developed a market for goods, practically unheard of in this country, and increased sales from a very small beginning to a magnitude, that in later years warranted the establishment of factories in Canada. This may seem a rather sweeping statement, but having been the first to sell certain foodstuffs and household lines manufactured only in the United States, a demand was created that spread very rapidly. Merchant after merchant was forced to stock these new lines. Agencies sprung up for the sale and distribution of them, and all because R. Barron, Ltd., realized their selling possibilities. Thus it is evident that to this firm a great deal of credit is due for their first introduction. It might be mentioned that Mr. Barron brought Quaker Oats into this market. This store was foremost in Canada in the sale of this breakfast food. The same is true of Ralston's health food, Cream of Wheat, and Old Dutch cleansing powder.

Can Sell a Reputable Article

The above are only a few of many new lines that have been introduced by this store. Their efforts have been crowned with considerable success. "If we are convinced of the merit and reputation of a certain article in foodstuffs," George Barron, the senior member of the firm, told CANADIAN GROCER, "we can sell it. As long as we can guarantee it to our customers, we do not hesitate to back it with all our selling energy." On more than one occasion Mr. Barron has visited exhibitions of foodstuffs in the United States, and seeing articles that impressed him as reputable lines, and had taken well with the American public, he at once proceeded to stock them in his own store. Concentrating the selling ability of his staff to these new lines, possibly never before heard of by his customers, it was not long before he had built up a trade in them that was sufficient reward for his undertaking. "We have a very complete sales department," Mr. Barron remarked. "We realize the importance of having our staff really sell goods, rather than merely take orders. Fully 75 per cent. of our business is done on the telephone, and it is essential that our clerks should know the merits of new brands, and be in a position to suggest and recommend them to our clientele."

Kept Pace With City's Growth

The business of R. Barron, Ltd., as it stands to-day, represents a story of growth and expansion, that is closely allied with the development of that part of the city, comprising the district of Yonge and Bloor streets. It is thirty-seven years ago since the late Robert Barron, father of the three present members of the firm, opened a store on Yonge street, on the opposite corner to where the present premises are. It was only a small beginning, and was among

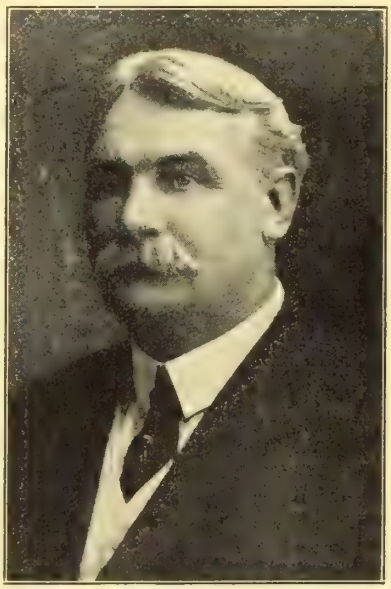
A glimpse of the R. Barron store, Yonge Street, Toronto.

the first grocery stores on Yonge street. At that time Bloor street marked the city limits, and the section immediately north was known as Yorkville. Seven years later the late Mr. Barron moved to the present quarters. He always maintained that the development of the city would be chiefly directed to this part of Toronto, and the years that have followed have demonstrated the accuracy of his judgment. Mr. Barron was not content to stand still, but as the city grew, so he extended his business. New departments have been added since the first commencement, features in the store that have meant a great deal in its progress. At the present time, fish, poultry and flowers are branches productive of profit that did not enter into the trade in the early days.

Service and Quality

Modern methods and appliances, labor-saving devices and ideas facilitating the handling of business, have been readily adopted by the firm. This store was the first grocery establishment to instal a cash carrier system in the City of Toronto. Their delivery schedule is one of which they are justly proud. Fourteen motors and wagons give their customers the best possible service. The firm is contemplating extending the store, and an addition to the building, doubling the floor space, as it now is, is likely in the near future. "Service and quality is our motto," Mr. Barron remarked to CANADIAN GROCER. "We have built up our business on that principle."

Suggesting Goods To Telephone Customers



D. W. CLARK.

THERE are a great many people who claim that in a business that is largely carried on over the telephone, there is little opportunity to develop sales. Many grocers, situated in residential districts, deal with their customers almost exclusively by way of the telephone. Orders are given in the morning, and in many cases it is merely taking down a list of the goods required. When such a merchant is asked, "What are you doing to develop sales in new lines or articles not frequently asked for?" he frequently comes back with the answer, "Oh, my customers mostly give their orders on the telephone, and I never try to sell them anything they do not want."

It is certainly a good policy not to force people to buy what they do not want, but, in nine cases out of ten, they do want the article, and will buy it, if they are only told about it, and if the recommendation of the grocer goes with the suggestion.

Sales by Suggestion

That there is a great field for the development of new business, and increasing sales by suggestion, in a telephone trade, is proved by the experience of D. W. Clark, 248 Avenue Road, Toronto. Mr. Clark is convinced that the telephone is not a hindrance to salesmanship, and he is of the opinion that he can sell an article to a customer just as readily over the telephone as over the counter.

"Much depends on the selling ability of the clerks who are receiving the orders," Mr. Clark told CANADIAN GROCER. "I have made a practice of taking a different line, every few days, and in taking all orders on that particular day, endeavor to sell it. We merely tell the customer that we are selling a certain brand of asparagus, for example, at such a price, and ask her if she wouldn't like to have some sent with her order. Almost invariably the sale is made. There are really more people who will buy goods in this way than is imagined, and the suggestion that the grocer makes very often supplies a need of the busy housewife that she herself could not think of."

Sells Ten Cases in One Day

"What have you sold in this way recently?" Mr. Clark was asked.

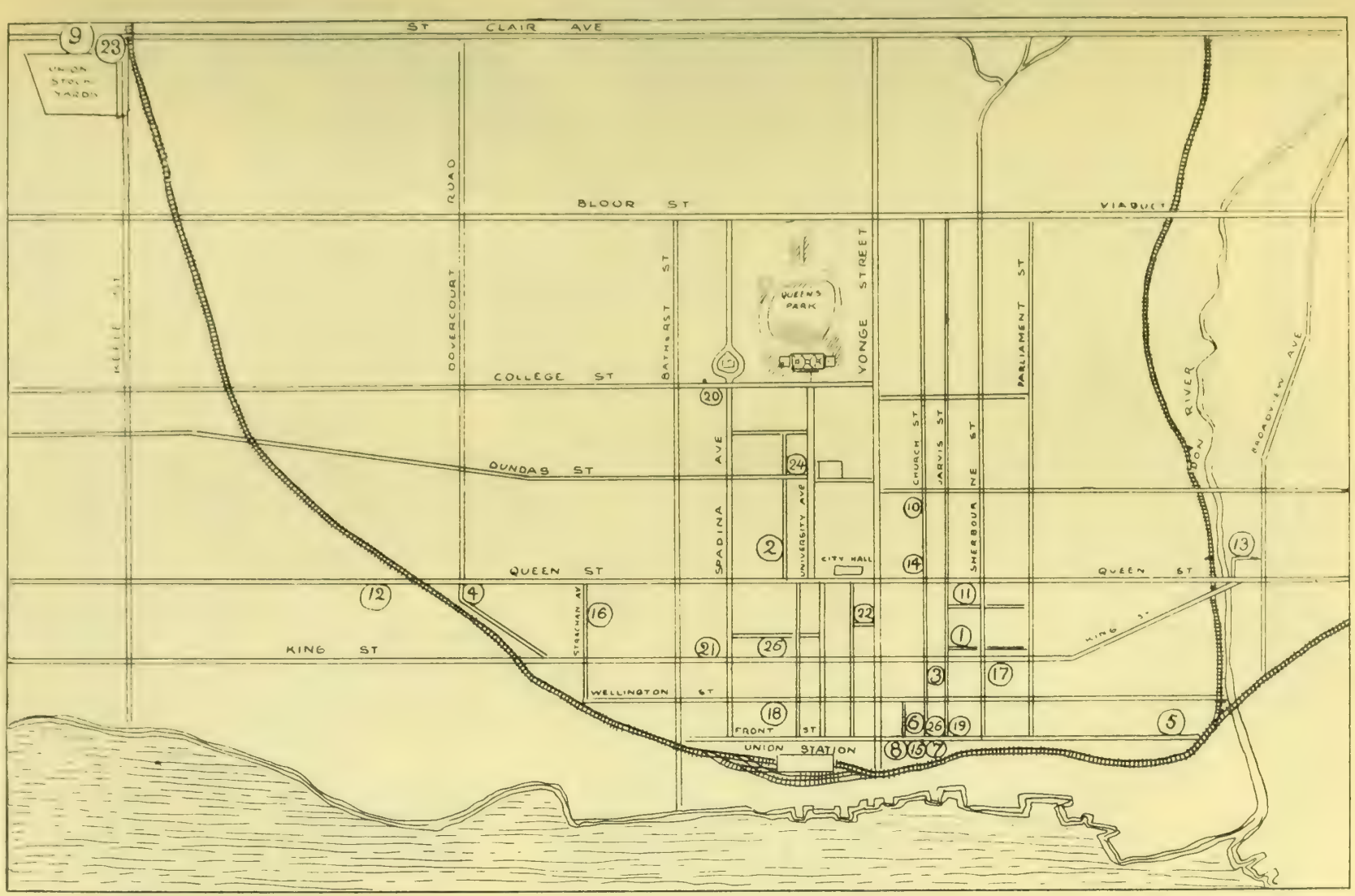
"A few days ago," he answered, "I sold ten cases of asparagus in tins in one day. It not only was a profitable turnover in that one particular instance, but served to introduce this particular brand of asparagus, in a way that has meant a good deal for its continued popularity."

Another time, Mr. Clark sold more than ten cases of certain soups, and these two mentioned instances are only slight evidence of what he has done in numerous other lines, to which he devoted the selling energies of himself and staff. They are sufficient, however, to demonstrate to the doubtful retailer, who at present is nothing more than an order taker, that a telephone business demands just as much salesmanship as that which is done directly over the counter. It is apparent that the trade is there to be taken care of, and it is up to the retailer to grasp it. With ninety per cent. of his trade coming over the telephone, Mr. Clark was almost compelled to develop business in this way, and the results that follow his efforts are sufficiently gratifying to make it worth while.

Thirty-six Years in Business

When Mr. Clark entered the grocery trade, it was in a very small way, on Bellevue Avenue, Toronto, thirty-six years ago this month. Mr. Clark was one of the first subscribers to CANADIAN GROCER, and he has been a reader, continuously, since its first publication.

The growth of his business has kept pace with the development of the city, and after spending 23 years in the one store, he moved to his present premises. When he first commenced, he employed no help, whereas to-day he has a staff of ten, and has four horses, for delivery, all the time. Service of the highest order has been his motto, and he has endeavored to give his clientele the very best in the way of prompt deliveries. Situated centrally, in a well-populated residential district, Mr. Clark believes that location has been a factor in the



This map is printed to designate the location in Toronto of manufacturers and wholesalers using space in this issue. Numbers on map correspond with those below.

1. Aromint Mfg. Co., 107 Duke St.
2. Canadian Milk Products Co., 10-12 St. Patrick St.
3. Connecticut Oyster Co., Ltd., 50 Jarvis St.
4. Chamberlain Medicine Co., Foot of Dovercourt Road.
5. Davies & Co., Wm., 521 Front St. E.
6. Eby-Blain, Ltd., Front and Scott Sts.
7. Eckardt & Co., H. P., Church and Esplanade.
8. Estabrooks & Co., Ltd., T. H., 9 Front St. E.
9. Gunns Ltd., St. Clair Ave. and Gunns Road.
10. Hansen Canadian Laboratories, Chr., 201 Church St.
11. Hooten Chocolate Co., 60 Duchess St.
12. Horne Co., Harry, 1297 Queen St. W.
13. Imperial Extract Co., 24 Matilda St.
14. Imperial Oil Co., 56 Church St.
15. Kinnear & Co., T., 49 Front St. E.
16. Kellogg Cereal Co., W. K., Strachan Ave.
17. Oliver-Lee, Ltd., 95-97 King St. E.
18. Patrick & Co., W. G., 51 Wellington St. W.
19. Peters, Duncan Limited, Jarvis and Front Sts.
20. Pure Gold Mfg. Co., 381 College St.
21. Salada Tea Co., 461 King St. W.
22. Standard Lithographic Co., 28 Temperance St.
23. Swift Canadian Co., Cor. St. Clair Ave. and Keele St.
24. Toronto Vinegar Works (Cosgraves), 284 Simcoe St.
25. White Swan Spices & Cereals, Ltd., 156 Pearl St.
26. White & Co., Front and Church Sts.
27. Chisholm Milling Co., Foot of Jarvis St.

expansion of his business. But the increasing costs of doing business since the war, Mr. Clark told CANADIAN GROCER, renders the statement that is so often heard at the present time, that grocers are profiteers, a mere fallacy. "The grocer does not get much opportunity to make unfair profits," he added. "One could employ fifteen people in 1912 and 1913, for what it now takes to carry a staff of ten. Strict attention to service and salesmanship, and vigilant care in buying, are absolutely essential to guarantee a reasonable turnover in these days."

Selling Goods by Bulk Display

Showing Goods in Quantities Proves Effective Selling Argument With Wm. Rowntree & Sons, West Toronto.

THERE are various selling methods that have proved of advantage to different merchants, novel ideas that have encouraged trade and developed an interest in the goods. It is questionable, however, if there is any factor in selling that equals the value of display in bulk, yet this simple method of encouraging sales is in many instances entirely neglected by merchants.

Wm. Rowntree & Sons, Dundas Street West, Toronto, have adopted the policy of using bulk displays with marked success. They believe that this, in conjunction with a persistent advertising campaign calling attention to the advantages of dealing with the store that can serve all the housewife's needs, has been a large factor in the rapid growth of the business.

Large Displays Attract Attention

The showing of goods in bulk naturally attracts the customer's attention to the goods where a smaller display would make little, if any impression. People buy because the goods seem to leap out at them as soon as they enter the store. The bulk display in other words is its own selling argument. Just why this is, nobody has definitely discovered up to the moment, but the whys and wherefores of the matter are of no particular moment, the important matter is that it is a fact, and one of which the live merchant can take full advantage.

Entering the W. Rowntree & Sons' store recently, the representative of CANADIAN GROCER noticed an immense pyramid that circled around the archway between the front and back store, and reached to the ceiling. The casual observer would have said that there were thousands of boxes of breakfast foods going into the construction of this breakfast food pyramid. And unquestionably there were a good number, but the pyramid was built up on a foundation of filled cartons, and only the outside tier were taken out of the original shipping package.

Speaking to one of the staff, it was learned that a very material increase in the sale of these lines had resulted from this prominent display in the store. Very few customers entered the store without being reminded that it was well to have a box or so of breakfast food on hand. They bought more than their normal supply because the bulk display with its appeal sold them the goods.

This method of interior display has also some other minor advantages. For one thing, such displays may be made to cover up otherwise unattractive cor-

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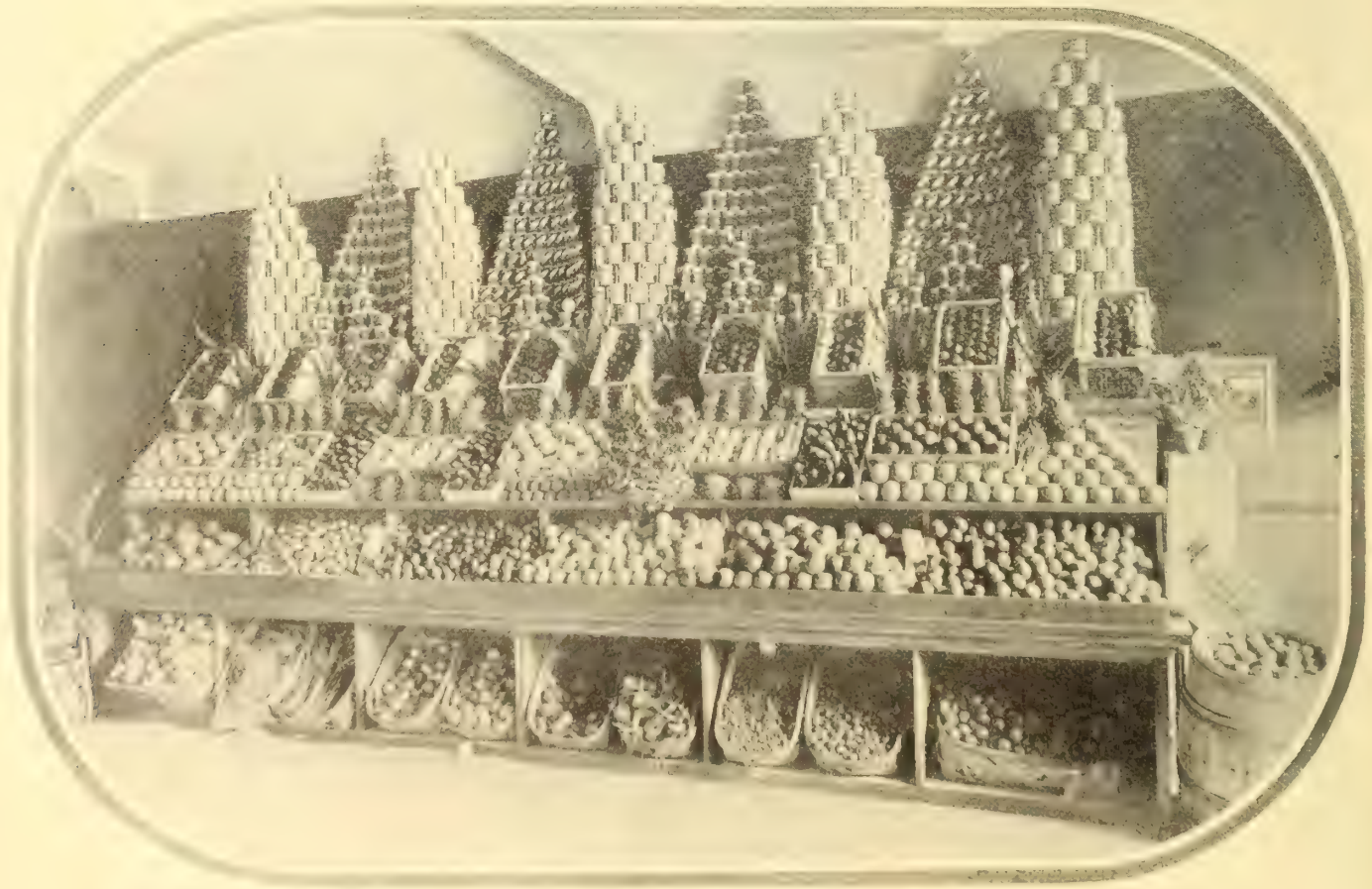


Illustrating the way Wm. Rowntree & Sons, Dundas St. West, Toronto, make use of bulk display in selling fruit.

TORONTO-BUYING CENTRE FOR GROCERIES

"SALADA" BUILDING, TORONTO

This is the monument to Canada's appreciation of FINE TEA. For 27 years the SALADA TEA COMPANY has been giving the public uninterrupted and unequalled QUALITY and this building, above shown, is the result. THIS IS THE LARGEST TEA BLENDING AND PACKING WAREHOUSE IN AMERICA and is but one of 3 great plants operated by this company.

A Square Deal to the Grocer — Glad refund of money on any SALADA you want to return at any time. Ever-increasing demand.

Perfect Satisfaction to the Consumer — Absolutely invariable, good quality. Kept fresh and fragrant in *aluminum* packets.

"SALADA"

TORONTO-BUYING CENTRE FOR GROCERIES

Here's one of the first of H. P. Eckardt Advertisements

Just as it appeared in CANADIAN GROCER in February issue, 1898.
For more than twenty-one years the firm of H. P. Eckardt through the medium of CANADIAN GROCER has been giving the grocery trade valuable tips on buying.

To-day, as in 1898, every issue contains an H. P. Eckardt buying suggestion—counsel that you can follow with profit.

There is no Eloquence——

quite so convincing as the eloquence of good, old-fashioned common-sense. Suppose we offer you an article that's worth $1.00 for 75c—that's a bargain in the best sense of the word, isn't it? Suppose we have a valid reason for offering you this article at a profitless price. If you have any use for the article thus reduced, don't you think it would be the best kind of economy to buy it? We are clearing our warehouse of surplus stock, and, instead of carrying goods which, for one reason or another, don't sell, we put them at a price at which it's an advantage for a live dealer to buy them.

In Teas we quote—Indian Pekoe Souchong 10c
Indian Pekoes 12½c
Indian Orange Pekoe.....14c

In Fruits —Prunes, B. Sphinx..... 4c
2-Cr. Muscatels, 50-lb. bxs..... 4c

All subject to being unsold on receipt of order.

H. P. Eckardt & Co., Toronto

Many years ago when the above advertisement appeared in print we were laying the foundation stone of our success by rendering honest, profitable advice and assistance to the retail trade.

To-day our sincere wish is still to serve you, but with speedier service and greater diligence.

SEE OPPOSITE PAGE

TORONTO-BUYING CENTRE FOR GROCERIES

SEE OPPOSITE PAGE

For This Week

We Offer:

Indian Pekoe Souchong - -	43
Indian Pekoe - - -	45
Indian Orange Pekoe - -	47
California 60/70 Prunes - -	19¾
California 1-Crown Muscatels, 25 lb boxes - - - -	19¼

There's an old saying "How the world do move!" Here's a concrete illustration of how prices do move. In comparing Tea prices there's a 7 cent duty to be taken into account which did not apply in 1898. The 60-70 California Prunes are about the same size fruit as the B Sphinx Bosnian, and the 1-Crown Muscatels, as you know, are if anything valued at only a little higher than the 2-Crown.

The days when buyers were scrapping with salesmen for an eighth of a cent on the price of Tapioca which was then selling at around three cents look like as if they are gone forever.

Special Offering:---

Esmeralda Figs, fancy packed boxes, 22 lbs 20

Palace fancy Locoum Figs, 2⅕ lb boxes 67½ per Box

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

Chamberlain's Family Remedies

You Can Recommend None Better

CHAMBERLAIN'S
STOMACH LIVER TABLETS
A PLEASANT PHYSIC
THEY CLEANSE THE STOMACH AND REGULATE THE LIVER AND BOWELS
MANUFACTURED ONLY BY
CHAMBERLAIN MEDICINE CO.
TORONTO, ONT. CANADA
PRICE 25 CTS
THEY IMPROVE THE APPETITE AND STRENGTHEN THE DIGESTION

The curative powers of Chamberlain's Family Remedies are known in almost every household. This knowledge is the big reason that Chamberlain's sell so easily. When you recommend them you will be respected for your good judgment. The profit is liberal, so liberal in fact, that you cannot afford to be losing it. Write to-day. **Chamberlain's—the Family Remedy par excellence.**

Chamberlain Medicine Co., Limited

TORONTO

Does your package speak out?

Has it got that attractiveness which catches the buyer's eye? Once seen does it drive home your big selling thought? Does it invite the trade and the general public to try its contents? If not, we can prepare one for you that will.

Send us your present package and let us offer suggestions. We also design attractive cutouts, display cards and labels. Write us to-day.

The Standard Lithographic Company

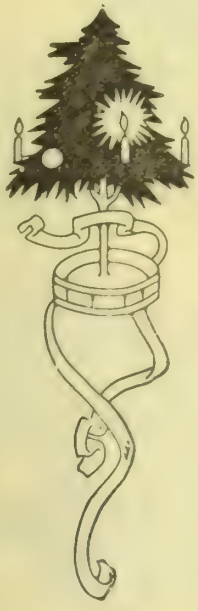
of Canada, Limited

28 Temperance Street Toronto, Canada

TORONTO-BUYING CENTRE FOR GROCERIES

For Christmas Trees and Little Stockings

Aromints
Repetti Tabs



THERE'S a bright holiday look about the packages of "Aromints" and Repetti Tabs (fruit tablets) that proves irresistible to the average customer. Hands reach out for them almost instinctively. Nickels pass across the counter; and every package sold is an invitation for another.

You know what "Aromints" are. You have seen the full page advertising in the *Saturday Evening Post* and other popular American periodicals circulating in Canada.

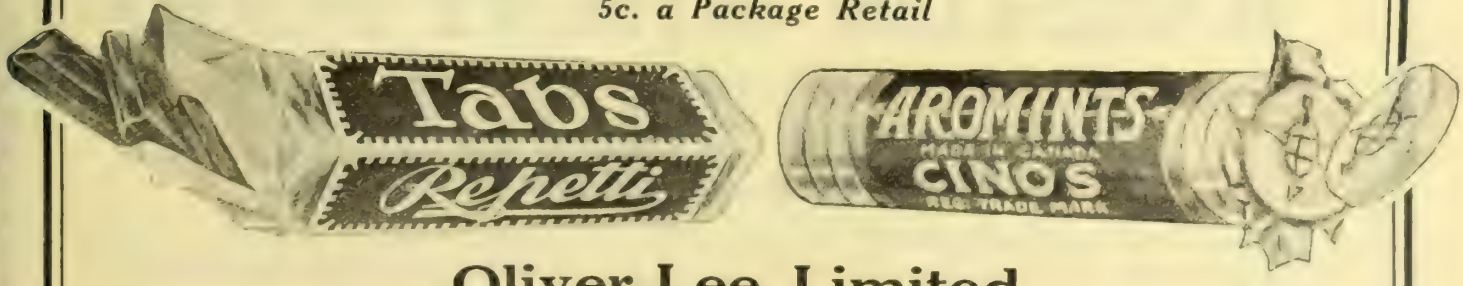
Your customers know "Aromints," too, and need only to see them to buy them.

Repetti Tabs (fruit tablets), while not so well known in Canada, have a tremendous sale in the United States, where they have proved most popular. They need only be introduced here to become fast favorites. Like "Aromints," they are put up in clean, tempting packages, convenient for counter display.

"Aromints" come in five flavors—peppermint, wintergreen, cinnamon, cloves and licorice, while Repetti "Tabs" are put similarly in orange, lemon, butterscotch and other true fruit flavors. Both are made in Canada for the Canadian trade and pay a handsome profit.

Order a sample assortment through your jobber and display them for the Christmas trade. They will sell themselves, leaving you free to wait on your customers' other wants.

5c. a Package Retail



Oliver-Lee, Limited

Selling Service Corporation

95-97 King Street East, Toronto

Distributors for Aromint Mfg. Co., Limited, Toronto, Canada. Repetti, Limited, Toronto, Canada

TORONTO-BUYING CENTRE FOR GROCERIES

ORANGES ORANGES

Finest California Navels now arriving. Let us have your order.

Grape Fruit
Florida

Lemons
California and Messina

APPLES APPLES

Finest winter varieties, Ontarios and Nova Scotias in barrels.
Extra Fancy Boxed Apples, McIntosh, Jonathan, Delicious, Spitz, Spies

Grapes
Red Empress in Drums

Pears
Beirre Anjous in Boxes

Cranberries, Sweet Potatoes, Celery, all varieties Vegetables

Nuts, Figs, Dates, etc., for Xmas trade

Use the wires at our expense.

PETERS DUNCAN LIMITED

88 Front Street East
TORONTO

Branches: North Bay, Sudbury, Cobalt, Timmins

Stock these Fast Sellers

How often are you asked for "something different" in the way of breakfast foods by your customers? Are you sure the line you recommend will satisfy—please—and BRING the customer BACK for more?

RALSTON WHEAT FOOD

and

PURINA BRANZOS

The attractive checkerboard boxes permit of a most striking display. Try Ralston Wheat Food, yourself, and then give it your personal recommendation.

The Chisholm Milling Co., Limited

Foot of Jarvis Street - Toronto

TORONTO-BUYING CENTRE FOR GROCERIES

Toronto
Peterborough Galt

WITH three warehouses in the above cities we are in a good position to give you prompt and efficient service. Each is located in centres of live districts so that we can give quick delivery to all parts of Ontario.

Each salesman from the House of Kinnear carries special values that interest keen buyers. Be sure you get their weekly "specials."

Give the Kinnear salesman a trial order on his next trip and let us prove to you what our service means.

Thos. Kinnear & Co.

Toronto

Peterborough Galt

TORONTO-BUYING CENTRE FOR GROCERIES

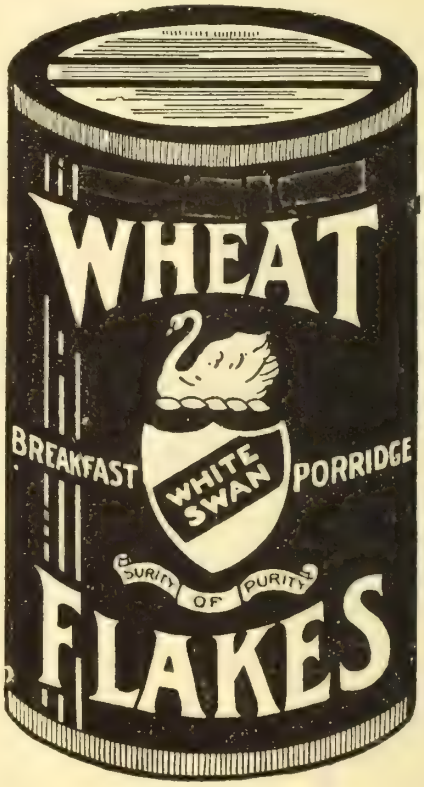
.....and home of White Swan Products

White Swan Mustard

This popular "Made-in-Toronto" Mustard (The Mustard with a Kick) is selling so fast that we are taxed to our utmost to keep pace with the demand. Made from genuine English seed—maximum strength and superior to any imported lines—**White Swan** Mustard costs less and yields a better profit.

White Swan Wheat Flakes

A delicious, wholesome breakfast cereal. Made from highest grade white winter wheat rolled into thin, appetizing flakes. A very popular **White Swan** product that is a fast seller.



The White Swan Family

are all good sellers. **White Swan** Pancake Flour and **White Swan** Wheat Kernels are made up to the **White Swan** standard of quality. You are playing safe when you sell

Stock up to-day.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

TORONTO-BUYING CENTRE FOR GROCERIES

The Home of KLIM

This building houses our Executive, Financial, Sales, and Advertising Departments. The Toronto Warehouse and Shipping Department is also located in the building. A complete food laboratory, where daily tests are made of the company's products, occupies an important portion of one floor.

Plant Number Three Burford, Ontario

Klim is made at our plants in the country, close to the farms where the liquid milk is produced and where the air is clean and pure. They are as sanitary in construction as science can devise. Klim (powdered separated milk) has the natural flavor that proves its purity.

All wholesale grocers can supply you with Klim.

CANADIAN MILK PRODUCTS LIMITED, TORONTO

ST. JOHN MONTREAL WINNIPEG

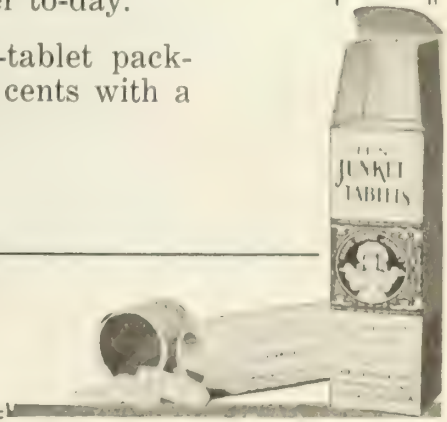
Junket
MADE *with* MILK

Wholesome and Economical

Just recollect, Mr. Grocer, how many times your customers have asked for a wholesome, yet economical dessert. Wise grocers that carry "Junket" are never at a loss what to recommend. Invariably they suggest "Junket." Experience has taught them that it never fails to please.

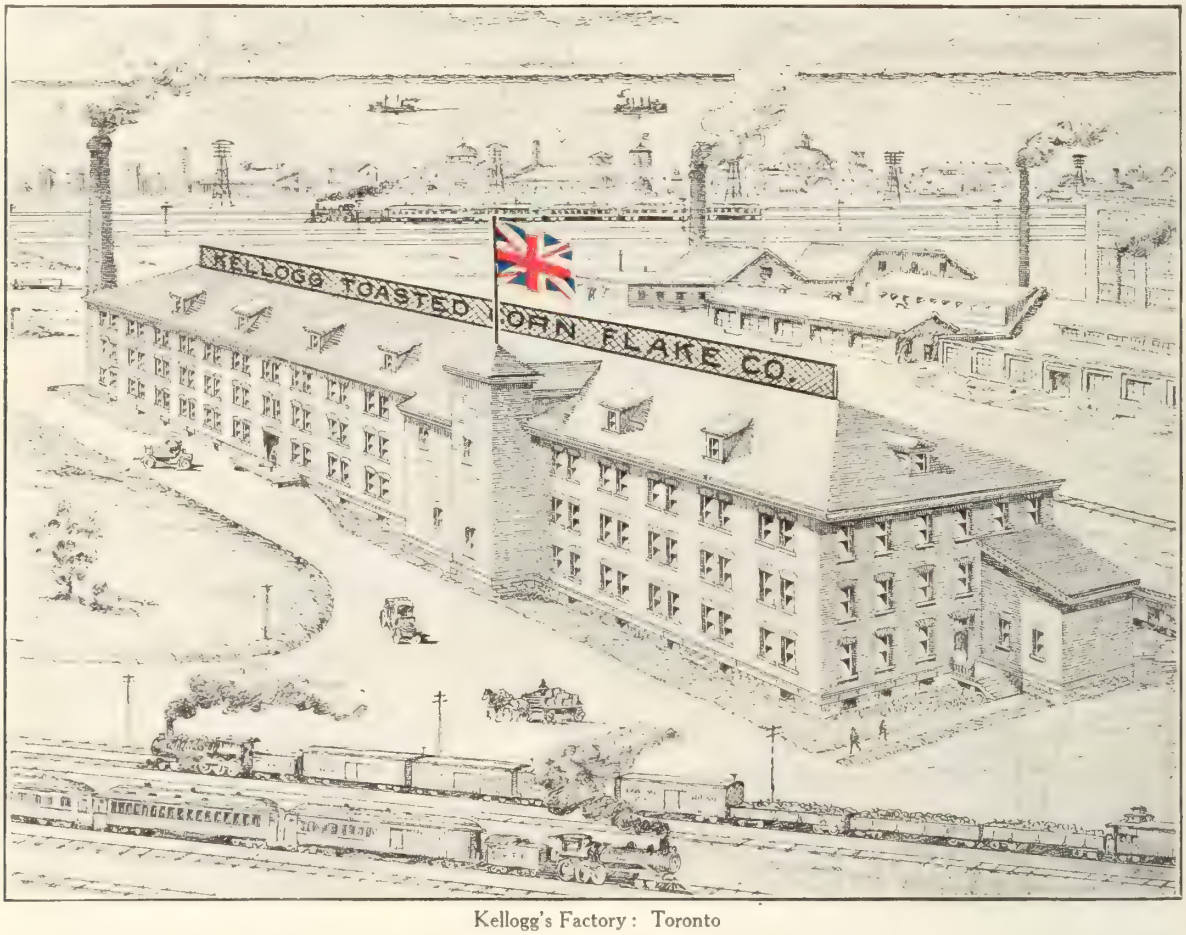
Send for your trial order to-day.

"Junket" is sold in 10-tablet packages that retail at 12 cents with a good profit.



Chr. Hansen's Canadian Laboratory
Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST - TORONTO

TORONTO - BUYING CENTRE FOR GROCERIES



Kellogg's Factory: Toronto

Kellogg's

TOASTED CORN FLAKES

are made in

TORONTO, CANADA

and are sold ONLY in the Flavor-Holding

WAXTITE

Moisture-Proof Package

TORONTO-BUYING CENTRE FOR GROCERIES

Kellogg's

Flavor-Holding

WAXTITE

Moisture-Proof

PACKAGE

is the greatest protection ever afforded to the dealer, wholesaler, and consumer.

WHY?

(1) Keeps intact the original flavor and aroma of the goods.

(2) Protects contents from odors commonly found in grocery stores, such as kerosene, codfish, and the like.

(3) Guarantees to the grocer that the contents will not grow stale and become a loss on his hands.

(4) Guarantees to the wholesaler that every package or case of "Waxtite" goods leaving his place will give perfect satisfaction to his trade.

(5) When the consumer properly follows instructions and cuts around the top of the package, leaving a cap, the contents can be kept from outside contamination after opening.

By the use of this paraffin-covered package, you get at no increase of price, **Kellogg's Toasted Corn Flakes** so perfectly sealed that wherever and whenever you buy them they will be as fresh, tender and crisp as the moment they left the ovens in our kitchens, specially equipped with the very newest appliances for the production of

Kellogg's

Toasted Corn Flakes

Kellogg's

Krumbles

Shredded and Toasted

Kellogg's

Krumbled Bran

As a further guarantee, look for this signature printed in full on every package—

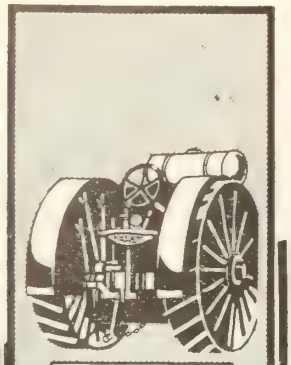
W. K. Kellogg

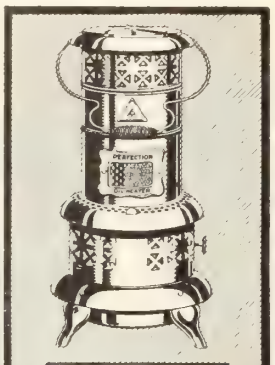
These two suggestions are important and helpful.

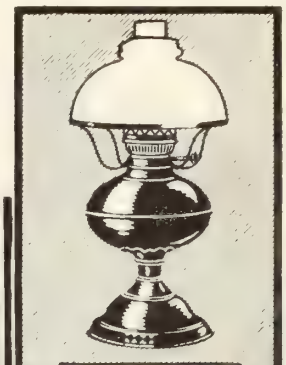
By cutting the WAXTITE Wrapper with ← a sharp knife, like this, the cap can be replaced and the flakes kept fresh until all used.

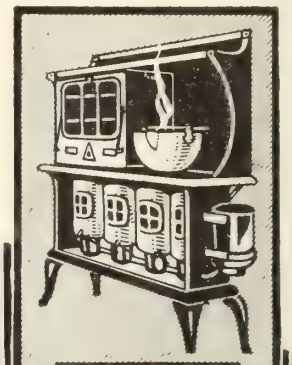
Housekeepers will find the wax paper handy for many purposes.

TORONTO-BUYING CENTRE FOR GROCERIES


"for Engines"


"for Oil Heaters"


"for Lamps"


"for Oil Cookstoves"

BETTER THAN OTHER OILS ~YET SELLS FOR LESS

THERE'S no better, stronger selling combination in an oil than this! **Better quality — lowest retail price.** What more could the consumer want or ask for? Certainly every customer who buys coal oil for heat, light or power wants the best—and at least cost.

Imperial Royalite Coal Oil combines both features. It meets every test that can be applied to oil. It costs the consumer less per gallon. It is pure, high-grade coal oil, highly refined, exactly right for the oil heater, cookstove, lamp and for the farm tractor or stationary engine.

You pay less for Royalite than for other brands. Your profits are greater, because you will sell more individual gallons of Royalite than the higher-priced oils.

When you consider that Royalite surpasses any coal oil marketed in Canada, and would be cheap if sold at the higher price, you get an idea of its great selling qualities.

Imperial Royalite Coal Oil is always available. You can get it any time on short notice. It is advertised throughout Canada. It is the product of Canada's largest, best-known oil company, whose name stands for everything that is best in producing, refining and marketing.

Royalite is worthy of your constant recommendation.

IMPERIAL ROYALITE COAL OIL

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

TORONTO-BUYING CENTRE FOR GROCERIES

There Are Good Profits For You

in selling Shirriff's Marmalade, because its reputation with housewives has created a steady demand for it.

For breakfast, for luncheon, for afternoon tea,

Shirriff's (*True Seville*) **Orange Marmalade**

is equally popular—it can be used on all occasions in some way or other.

True Seville oranges and pure cane sugar are blended together by experts in such a way as to bring out a zestful tang found in no other marmalade.

Give Shirriff's a chance to bring you business. Write for a case or two to-day.

Imperial Extract Company, Toronto

Harold F. Ritchie & Co., Limited, Toronto and Montreal

First California Navels

Arrived To-day

Quality and color perfect

Malaga Grapes

New Raisins

New Nuts

Place your Xmas Orders with us.

WHITE & CO.

Limited

TORONTO, ONT.

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS

15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

TORONTO-BUYING CENTRE FOR GROCERIES

A Sure Way To Bring the Delicious Flavor of

"Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

W. G. Patrick & Co., Limited—

Buying Centre for "High-Class" Grocery Specialties

Manufacturers' Agents and Importers

Halifax Montreal Toronto Winnipeg

TORONTO-BUYING CENTRE FOR GROCERIES

Gunns BIG NEW PLANT
means bigger service to our Dealers

This huge structure, which will enable us to double our output, is the result of the insistent demand for Gunns Quality Products. It is also a symbol of the splendid co-operation we have always enjoyed from our retail customers, and we thank you for it, heartily. Now we are equipped to give you Better Service—and lots of it—just as we have always given you Better Quality.

Display these GUNNS Products--the people want them

EASIFIRST	MINCE MEAT	OLEOMARGARINE	BOILED HAM
JELLIED MEATS	EGGS	BUTTER	ROAST HAM
LOAF MEATS	CHEESE	PORK & BEANS	PON HONOR SAUSAGE

Maple Leaf Brand Hams and Bacon.

"If it's GUNNS it's good"

Gunns LIMITED

If it's GUNNS it's a hit

WEST TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

We Have Unequalled Facilities For Giving You

SERVICE

PROMPT SHIPMENT

HIGHEST QUALITY

LOWEST PRICES

Telephone or Telegraph at our Expense

EBY-BLAIN, LIMITED

Wholesale Grocers -:- -:- TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES

MARROWFAT PEAS

IN PACKAGES

As we are the largest packers of this line in the Dominion of Canada, we are in a position to offer the grocery trade the best possible value and the finest packages ever placed on the market.

Every grocer in Canada should feature package peas to his trade, to help reduce the high cost of living. One package of Cooker or Garden Brand Peas, when cooked, is equivalent to two cans of peas and costs your customer half the amount, and these peas cook up just like the fresh peas from the garden.

We have an expert in charge of this department and the greatest care is exercised at all time as to the special, sweet wrinkled green stock being packed exclusively in our packages, and with the greatest care and cleanliness, and we have every confidence in what we tell you when we state that we have the best value in the Dominion of Canada in package peas, and every grocer in this country should see that these peas are used in his own home as well as his customers', and thereby bring down the high cost of living and at the same time receive better satisfaction for the money spent.

In every package of these peas we pack a special steeping tablet that softens the peas and restores them to the original flavor of the green pea from the vine.

Price, $4.20 per case of 3 doz. Western Canada, $4.35 per case.

The Popping Corn in this package is shelled from selected ears of corn, carefully cleaned, uniform in quality—ready for the popper
Cooker Brand
IMPORTED · SNOWY WHITE
POPPING
CORN
THE HARRY HORNE CO., LTD.
TORONTO · CANADA

Corn for Popping

IN PACKAGES

This is the only sanitary and convenient form for a retail grocer to sell this line.

This is a good selling line all over Canada.

Roll in your orders for peas and corn before prices advance. The prices of all things are on the advance for fully one year to come.

The price to-day is $4.20 per case
Western Canada .. $4.35 per case

Freights prepaid on drop shipments of 5 cases or over.

Mail your orders direct to us for 5 cases prepaid and name the wholesale house you desire them charged through.

THE HARRY HORNE CO., LIMITED

1297-99 Queen St. West TORONTO, CANADA

The Largest Packers of Package Peas and Popping Corn in Canada

TORONTO-BUYING CENTRE FOR GROCERIES

Swift's Premium Oleomargarine can be used wherever butter is used for table or cooking purposes with equally satisfactory results
Oleomargarine
Swift's Premium
Made in Canada
Swift's Premium Oleomargarine

This is the Brand that's in Demand!

EVERY day many more housewives are buying Oleomargarine for every butter purpose where "economy without sacrifice" is desired. Every day, more of them insist on

Swift's Premium Oleomargarine

This is due to: The experience of actual use; consistent quality of the product; and continuous education through

Our National Newspaper and Magazine Advertising

The big space we are devoting to this product in November Magazines and Newspapers will assuredly mean *vastly increased business for you.* Feature Swift's Premium Oleomargarine in your counter and window displays, to get the benefit of this campaign. We will gladly furnish advertising material on request.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

Canada Food Board License No's 13-170, 171, 172

TORONTO-BUYING CENTRE FOR GROCERIES

Attractive Lines to Win Holiday Trade —and hold it all the year 'round

The refined, dainty wrapping of the Hooton "De Luxe" ½-lb. packages, and the bright, catchy labelling of Hooton's Five-cent Bars, make instant appeal, even amid the "extra"-ness of Christmas displays. And the super-quality that is contained in the goods themselves will hold the purchaser as a steady repeat.

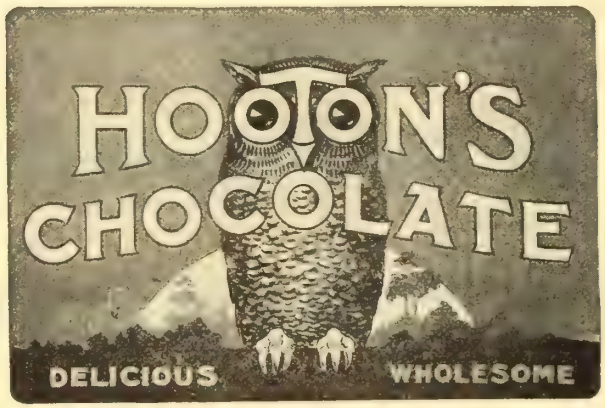
HOOTON'S CHOCOLATE

HALF-POUND CAKES:

Deeply Scored
Easily Broken

"Imperial Yacht"
(Chock-full of Whole Almonds)

Sweet Vanilla
Milk Chocolate
Assorted Nut



FIVE-CENT BARS:

Almond
Filbert
Peanut
Raisin
Nut Lunch
Plain Milk
Sweet Vanilla

SPECIALLY ATTRACTIVE

HOOTON'S TULIP BUDS

(Morsels of Goodness)

MADE IN CANADA

Let us know your Christmas requirements early.

HOOTON CHOCOLATE CO., LIMITED

60-76 Duchess Street - TORONTO, ONT.

SELLING GOODS BY BULK

(Continued from page 40)

ners in the store. Moreover, when the truth is told, this is a very effective way of storing goods. Very often cellars are too damp for the proper care of such lines as breakfast foods, and very often also this is about the only storage place that the merchant has. Piles of cartons do not add anything to the appearance of the store. But with a properly made display, not only can these goods be stored within the store without detracting from its appearance, but at the same time the store will have all the benefit that is to be derived from the display in bulk.

Taking Goods Out of Luxury Class by Bulk Display

The Wm. Rowntree & Sons' store have adopted this bulk display policy in the whole selling campaign of the store. Take another instance; at one end of the counter there was a display of Fard dates in boxes. Usually the merchant is content to display one box of these dates; the result is that the customer comes and sees and goes away thinking that Fard dates are somewhat of a luxury, to be purchased only by the few, but with a dozen or twenty boxes on display the luxury idea is pretty well knocked on the head, and people begin to think of them, not as something for the wealthy to buy, but as something for themselves. This is the forerunner of sales. The same policy is adopted in regard to canned goods and fruit.

In regard to fruit, the store has developed a special display stand of its own for featuring fruit in bulk. This stand is illustrated herewith, and its large display that is the dominating feature of the store has resulted in largely increased sales of fruit and vegetables.

Grandchildren of Customers Still Patronize Store

It isn't always that a store can get such a hold on its customers that they are customers for good. It is still more unusual when the children and grandchildren of these customers remain with the store, yet this is the story of E. K. Skoley & Co., Toronto.

THERE are a number of grocers in the city of Toronto who have been in business for over half a century, and a few who have been associated with the retail grocery trade for even longer. But one who has witnessed many changes in over fifty years established in the one vicinity, is E. K. Scoley, of E. K. Scoley & Co., Ltd., 63 Jarvis Street. Mr. Scoley's store is just north of King Street, and before moving to his present premises eighteen years ago, he was situated in the old St. Lawrence market. There are a number of customers who have been dealing with him ever since he has been in business, and some whose sons and daughters, and even grandsons and granddaughters, are maintaining the family connection with the Scoley store.

Big Business With Farmers

"We do not do the trade with the farmers that we did forty and fifty years ago," Mr. Scoley told a representative of CANADIAN GROCER, "but with the growth of the city, the farm business has been replaced by a city trade. In the old days Toronto was the centre for farmers for miles around. They came great distances to do their buying. They were not able to come so often, but when they did come they bought in very heavy quantities. We still have a big farm connection, but it is largely with people who either have been a long time customers with us or descendants of people who in the early days constituted our buyers. With the coming of the railways, a large amount of trade fell off. Grocery stores were started up in the country, and farmers were able to shop nearer their homes. The Saturday market still brings a large amount of business, but it is nothing like the old days."

Jobbing Trade in Years Gone By

Years ago Mr. Scoley also conducted a jobbing trade, but he has long since discontinued it. Sales in his early experience were mostly in large orders, but now they are chiefly in small amounts. The advent of the telephone, Mr. Scoley remarked, helped business. "We have a very good telephone trade," he said, "that has developed largely from the fact that many of our city customers who lived for many years close at hand have moved farther away from the downtown sections, but have continued as customers in our store."

More Cash Business

Whereas, for many years a considerable percentage of business was done in a credit way, Mr. Scoley stated that with the changed conditions the bulk of his trade, outside of the telephone orders, is for cash. In practically all transactions over the counter the customers pay cash. This, Mr. Scoley attributes to the fact that many of the people living now in his district are very transitory, moving about a great deal, and buying where it is most convenient.

"Yes, there have been a great many changes in the grocery trade since I started," Mr. Scoley concluded. "Both the class of trade and the methods of doing business are little like they were when I started in Toronto, but of course these are naturally expected with the march of city progress."

URGES NECESSITY OF GRADING BUTTER

Committee Appointed to Arrange Details of Agreement to Encourage a Grading System

(Special Staff Correspondence)

TORONTO, Nov. 25.—G. H. Barr, of the Dominion Government Agricultural Department, was present at the meeting last Thursday morning of the Canadian Produce Association, and discussed with the members present the importance and necessity of purchasing butter on a graded basis.

Mr. Barr brought with him a number of samples of butter which have been sent in from creameries in the various provinces to the Dominion Educational Butter Grading Contest. Each member present sampled the different boxes, and were shown the importance of creameries manufacturing butter from pasteurized cream.

James T. Madden, secretary of the Toronto Produce Exchange, occupied the chair, and introduced Mr. Barr.

Storage Butter Should Be Graded

The speaker's chief argument for buying butter on a graded basis, was that storage houses were taking a big chance in putting anything into storage except the very finest grade of butter. The only method of getting at the quality was by grading the butter, and the Storch test was recommended. He submitted facts and figures to show that such grading will be an indication as to its keeping quality, and this will naturally protect the storage men in putting away butter in time of plenty for use in time of scarcity.

"If you don't know the keeping qualities of the butter," he said, "you are taking chances. Produce merchants in the Maritime Provinces are now purchasing cheese only on a graded basis, and in Vancouver butter is bought on the same basis. It has been found that this works out splendidly, and I believe this is the correct method for the trade to adopt in Ontario. It will also greatly improve the character of our export business."

The storage men present, including representatives from the majority of the

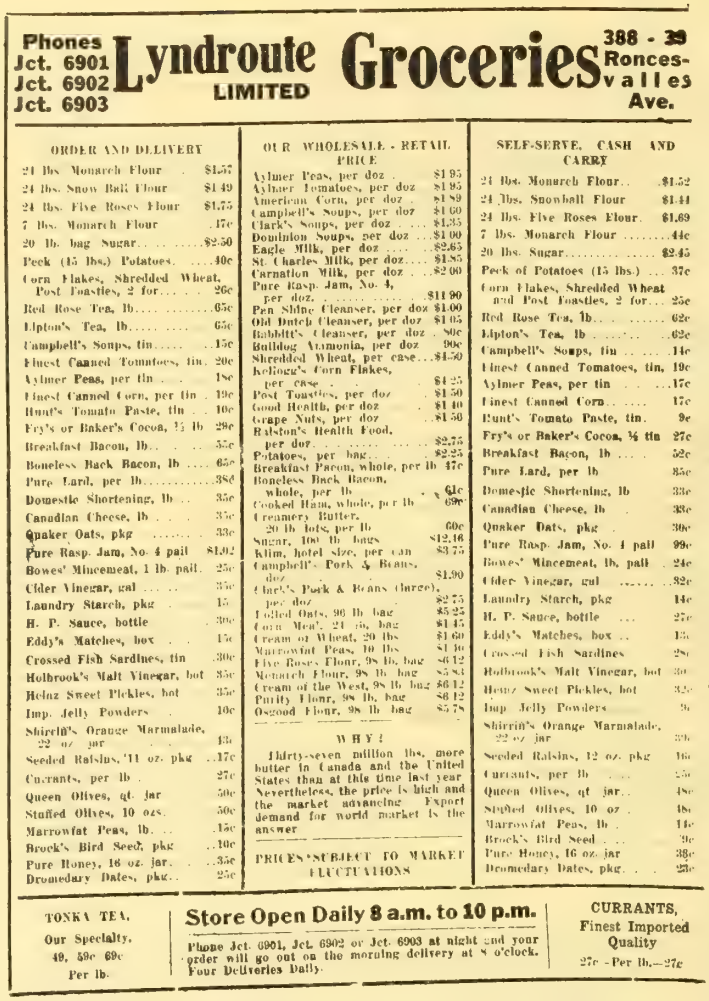
(Continued on page 79)

Have Choice of Three Buying Plans

Three systems of buying offered by the Lyndroute Groceries, Roncesvalles Ave., Toronto. Customers can choose that which suits them best.

Introduce serve-self principle but continue delivery service. Has two departments—one for large buyers and one for buyers of smaller quantities.

BIG changes have recently been effected in the Lyndroute store on Roncesvalles Avenue, Toronto. These changes all tend to cope with the ever-expanding business, and afford better facilities for the handling of the public. Acquiring the adjoining property, the floor space of the Lyndroute store is now double its previous size, and the store is so arranged as to make two separate and distinct departments. On one side, intending purchasers of large quantities of groceries are accommodated and on the other is the order department and grocetaria. The management, in the new arrangement, endeavors to give an all-round service, and is giving the patrons of the store the benefit of a cash and carry system or buying in large quantities, and at the same time giving a delivery service that would be hard to beat. It is purely optional as to which the customer chooses, and it is a matter for him or her alone to decide.



Phones Jct. 6901 Jct. 6902 Jct. 6903 **Lyndroute Groceries** LIMITED 388 - 390 Roncesvalles Ave.

ORDER AND DELIVERY

24 lbs. Monarch Flour	$1.57
24 lbs. Snow Ball Flour	$1.49
24 lbs. Five Roses Flour	$1.55
7 lbs. Monarch Flour	.47c
20 lb. bag Sugar	$2.50
Peck (15 lbs.) Potatoes	.40c
Corn Flakes, Shredded Wheat, Post Toasties, 2 for	.26c
Red Rose Tea, lb.	.65c
Lipton's Tea, lb.	65c
Campbell's Soups, tin	.15c
Finest Canned Tomatoes, tin	20c
Aylmer Peas, per tin	18c
Finest Canned Corn, per tin	19c
Hunt's Tomato Paste, tin	10c
Fry's or Baker's Cocoa, ½ lb	29c
Breakfast Bacon, lb.	.55c
Boneless Back Bacon, lb	65c
Pure Lard, per lb.	.38c
Domestic Shortening, lb	35c
Canadian Cheese, lb	35c
Quaker Oats, pkg	33c
Pure Rasp. Jam, No. 4 pail	$1.02
Bowes' Mincemeat, 1 lb. pail	25c
Cider Vinegar, gal	35c
Laundry Starch, pkg	15
H. P. Sauce, bottle	30c
Eddy's Matches, box	17c
Crossed Fish Sardines, tin	30c
Holbrook's Malt Vinegar, bot	35c
Heinz Sweet Pickles, bot	35c
Imp. Jelly Powders	10c
Shirriff's Orange Marmalade, 22 oz. jar	43c
Seeded Raisins, 11 oz. pkg	.17c
Currants, per lb.	27c
Queen Olives, qt. jar	50c
Stuffed Olives, 10 ozs.	50c
Marrowfat Peas, lb.	.15c
Brock's Bird Seed, pkg	.10c
Pure Honey, 16 oz. jar	.35c
Dromedary Dates, pkg.	25c

OUR WHOLESALE - RETAIL PRICE

Aylmer Peas, per doz.	$1.95
Aylmer Tomatoes, per doz	$1.95
American Corn, per doz.	$1.89
Campbell's Soups, per doz	$1.60
Clark's Soups, per doz	$1.35
Dominion Soups, per doz	$1.00
Eagle Milk, per doz	$2.65
St. Charles Milk, per doz.	$1.85
Carnation Milk, per doz	$2.00
Pure Rasp. Jam, No. 4, per doz.	$11.90
Pen Shine Cleanser, per doz	$1.00
Old Dutch Cleanser, per doz	$1.05
Babbitt's Cleanser, per doz	90c
Bulldog Ammonia, per doz	90c
Shredded Wheat, per case	$4.50
Kellogg's Corn Flakes, per case	$4.25
Post Toasties, per doz	$1.50
Good Health, per doz	$1.40
Grape Nuts, per doz	$1.50
Ralston's Health Food, per doz.	$2.75
Potatoes, per bag	$2.25
Breakfast Bacon, whole, per lb	47c
Boneless Back Bacon, whole, per lb	61c
Cooked Ham, whole, per lb	69c
Creamery Butter, 20 lb lots, per lb	60c
Sugar, 100 lb bags	$12.16
Klim, hotel size, per can	$3.75
Campbell's Pork & Beans, doz	$1.90
Clark's Pork & Beans (large), per doz	$2.75
Rolled Oats, 90 lb bag	$5.25
Corn Meal, 24 lb. bag	$1.45
Cream of Wheat, 20 lbs	$1.60
Manrowfat Peas, 10 lbs	$1.10
Five Roses Flour, 98 lb. bag	$6.12
Monarch Flour, 98 lb. bag	$5.83
Cream of the West, 98 lb. bag	$6.12
Purity Flour, 98 lb. bag	$6.12
Osgood Flour, 98 lb. bag	$5.78

WHY!

Thirty-seven million lbs. more butter in Canada and the United States than at this time last year Nevertheless, the price is high and the market advancing. Expect demand for world market is the answer

PRICES SUBJECT TO MARKET FLUCTUATIONS

SELF-SERVE, CASH AND CARRY

24 lbs. Monarch Flour	$1.52
24 lbs. Snowball Flour	$1.41
24 lbs. Five Roses Flour	$1.69
7 lbs. Monarch Flour	44c
20 lbs. Sugar	$2.45
Peck of Potatoes (15 lbs.)	37c
Corn Flakes, Shredded Wheat and Post Toasties, 2 for	25c
Red Rose Tea, lb.	62c
Lipton's Tea, lb	62c
Campbell's Soups, tin	14c
Finest Canned Tomatoes, tin,	19c
Aylmer Peas, per tin	17c
Finest Canned Corn	17c
Hunt's Tomato Paste, tin.	9c
Fry's or Baker's Cocoa, ¼ tin	27c
Breakfast Bacon, lb	52c
Pure Lard, per lb	35c
Domestic Shortening, lb	33c
Canadian Cheese, lb	33c
Quaker Oats, pkg	30c
Pure Rasp. Jam, No. 4 pail	99c
Bowes' Mincemeat, lb. pail	24c
Cider Vinegar, gal	32c
Laundry Starch, pkg	14c
H. P. Sauce, bottle	27c
Eddy's Matches, box	15c
Crossed Fish Sardines	28c
Holbrook's Malt Vinegar, bot	30c
Heinz Sweet Pickles, bot	32c
Imp Jelly Powders	9c
Shirriff's Orange Marmalade, 22 oz. jar	39c
Seeded Raisins, 12 oz. pkg	16c
Currants, per lb	25c
Queen Olives, qt. jar	48c
Stuffed Olives, 10 oz.	48c
Marrowfat Peas, lb.	14c
Brock's Bird Seed	9c
Pure Honey, 16 oz. jar	33c
Dromedary Dates, pkg.	23c

TONKA TEA. Our Specialty. 49, 59c 69c Per lb.

Store Open Daily 8 a.m. to 10 p.m.

Phone Jct. 6901, Jct. 6902 or Jct. 6903 at night and your order will go out on the morning delivery at 8 o'clock. Four Deliveries Daily.

CURRANTS, Finest Imported Quality 27c - Per lb.—27c

This is the type of advertising used by the Lyndroute Store. It is used in locality papers, serving a section of the city and draw's shop attention to the store's three methods of sale.

An Enclosure For Baby Vehicles

An innovation in the way of store arrangement has been introduced in the Lyndroute business. As one enters the store on the north side, there is a spacious enclosure, and the idea of this, is to provide a place where mothers bringing their children with them, when out shopping, may leave them in comfort and safety, while they do their purchasing. As Mr. Routliffe remarked to CANADIAN GROCER, so often women bringing their children into the store, brought them right up to the counter with them, and a great deal of inconvenience was the result. The carriages or go-carts were in the way, and were a hindrance to the easy handling of the customers. Consequently, he conceived the idea of having a special space for them, and he believes it will be appreciated by the mothers.

Serve Self Idea Popular

Piles of baskets are on a nearby table and persons desirous of serving themselves may do so. Taking a basket, they can go about the store and pick out what they want. Everything is priced and arranged so as to be easily accessible. Modern equipment is much in evidence here, and refrigerator, silent salesmen for the display of cold meats and other perishables form a part of it. In the advertisement which the Lyndroute store runs every week, in the High Park Post, on the front page, a reproduction of which is made here, it will be seen there are three columns. These represent the three ways in which a customer may buy, and the prices in each. For instance, 24 lbs. of Monarch flour, on the order and delivery plan, cost $1.57, whereas under the self-serve, cash and carry system, $1.52 is the price. In fact the difference in prices amount to as much as six cents in some instances, and by way of this little advertising medium, the advantages to be gained in the way of saving, are clearly set forth.

A large staff of clerks are kept, and while the new idea of self service and cash and carry is taking well with the afternoon and evening customers, the morning trade is still largely done on the telephone.

Nine Sources of Live Mailing Lists

The compilation of a live mailing list becomes comparatively easy when the merchant sells principally to a special trade or profession, but the merchant who sells the general run of regular people has a little harder job.

Here are nine suggestions by Julian M. Solomon, manager of the exhibitors' service department of the Famous Players-Lasky Corporation. It's the way the movie houses get up their lists, and most of the nine suggestions will convey valuable hints to the average merchant.

First. **From local dealers.** It's a case of swapping lists between two or more sellers of different types of goods to the same class of customers.

Second. **From Blue Book and Social Register.** These publications give the names, addresses and lines of business of prominent people. They are valuable when it is desired to reach a social or money class.

Third. **From society columns of the newspapers.** Here again it is a case of a list of social or money prominence as a rule. The announcements of weddings, dances and other functions at least convey a pretty good hint as to who is spending money for jewelry, food, clothes and a host of other articles of merchandise.

Fourth. **From canvass by boys.** The children of a neighborhood may be put to work this way by the offer of prizes. Often the local Boy Scout organization is glad to undertake it in return for a donation of some sort to the organization. In this case printed slips for name, address and telephone number should be distributed to the canvassers.

Fifth. **From the telephone book.** This is a fairly accurate guide to substantial people and within periods of publications (three or four times a year) is up to date. If a neighborhood list is desired the com-

"Take a basket and help yourself" is the invitation on the showcard in the above picture, showing the self-serve department in the Lyndroute grocery store on Roncesvalles Ave., Toronto. Note the modern equipment for the display of goods.

piler may run down the telephone number column, skipping all but the local exchange. It's a process that's somewhat tedious, but it yields a big list, with the phone numbers as well as addresses. Of course, the classified sections of the directories speak for themselves. They are ready-made.

Sixth. **Through newspaper advertisements.** If the merchant is able to offer any inducements to prospects convincing them why they should be on his mailing list there is no better way to announce it than in a newspaper advertisement. This will bring in a list of genuinely interested ones.

Seventh. **From membership lists of clubs, lodges and societies.**

Eighth. **From canvassers who also "sell" the store.** If the right saleswomen can be found it is often profitable to put one or two of them at work steadily over an extended period, in a house-to-house canvass. They make no attempt to take any orders unless the prospects themselves suggest it. They simply ask for names, and make some brief suggestions to the prospect as to reasons she might find it profitable to deal with the merchant in question.

Ninth. **From the local librarian.**

Increases Sale of Oysters in Sealers

Sales in Provision Department of Michie & Co., King St. W., Toronto, Have Jumped From Four to Ten Dozen Jars Weekly—Display and Suggestion Boost Business.

SELLING oysters in sealers is comparatively recent, that is, within the last year or so, and developing sales in oysters packed in this way has been attended with some success in the provision department of Michie & Co., King Street West, Toronto. It is just twelve months ago that this firm first stocked oysters in the sealers, and, believing that they would be ready sellers with the public, they started to recommend them to their customers. That they have taken well has been proved by the rapidly increasing sales that are now more than twice as large as when they first started bringing them in.

Ten Dozen a Week

"We sell fully ten dozen sealers a week, now," W. Harrison, manager of the provision department, told CANADIAN GROCER. "We find our customers are very well pleased with oysters put up in this way, and they are asking for them right along. When we first stocked them we used to sell about four dozen a week, but since the season opened this year we have been getting rid of from eight to ten dozen sealers."

Oysters packed in sealers are guaranteed to keep fresh for a week, but Michie & Co., receive shipments twice weekly. The sealers average two dozen oysters, and Mr. Harrison states that the manner in which they are put up at once recommends them to the public. Sealed in a glass jar, they are clean and well preserved from taint of any kind, and their delivery to the homes of the people is very much facilitated.

Display and Suggestion

"We mentioned them to our customers both over the telephone and in the store," Mr. Harrison replied to the representative of CANADIAN GROCER, when asked as to what methods he used in stimulating their sale. "On account of the fact that they have to be kept in the refrigerator we could not keep the regular jars on the counter, but we displayed a dummy sealer that looks almost identical with the real thing. We also had an attractive showcard near the sealer, and invariably the combination brought forth inquiries. We are expecting big sales of these oysters in the winter months, and we find that they are to a very considerable extent replacing the bulk oysters."

A Ton of Bacon Weekly

Bacon sales in the Michie store average a ton a week. The preparation and slicing of bacon for selling to the public is a feature in the provision department. The rinds are all removed, and, as large quantities are cut up ahead, ready for sale, it is all arranged in the refrigerator boxes in layers on paper, a pound to each layer. This method also renders easy the serving of the customers.

When the Grocer Ground His Sugar and Made His Paper Bags

This grocery store has run the whole gamut of changes that have marked the growth of the grocery trade in the past half century. The Swan store served the farm trade when it was of more importance than that of the city dweller and still holds much of that trade. A story of a firm which marched ahead with the times.

BACK to the days when the grocer used to make his own paper bags, when he had to grind his own sugar, pepper and coffee, is delving into the past, but in the business career of Henry Swan, of Swan Bros., 162-166 King Street East, Toronto, there was a time when he had to do all these things. For a period of fifty-six years Mr. Swan has been doing business on King Street. He is still there with his two sons, James H. and John E. Swan, associated with him, and from the small beginning in 1863 his business has developed until, at the present time, it demands the services of a staff of fifteen clerks.

Nearly All His Life in Toronto

It was four years before Confederation that Mr. Swan opened a grocery store in the very place where he is now situated. For many years his brother, the late Robt. Swan, was a partner with him, and the firm was known as Swan Bros. Robert Swan passed away nineteen years ago. Henry Swan has lived in Toronto practically all his life. As a very young boy he came to Canada from Edinburgh with his parents in 1853 and settled in Scarboro, where he attended school, and his father engaged in farming. When the time arrived for him to take up some definite pursuit as a means of livelihood, he was apprenticed to a grocery firm on Yonge Street, Toronto, known as Dodson, Shields and Morton. They were situated on Yonge Street, near Temperance Street. This firm consisted of Old Country men, who had all been well grounded in the ethics and methods of a well-conducted grocery store, and Mr. Swan, in their employ, likewise was trained under a very rigid and strict system. Those days meant long hours and hard work. "We opened at daylight," Mr. Swan told CANADIAN GROCER, "and we did not close until ten o'clock, and sometimes after, at night."

Price Changes Astounding

When Mr. Swan commenced for himself in 1863, Toronto had a population of between fifty and sixty thousand people. The farm trade was the biggest business in those early times, and the outside trade was looked to as a greater source of revenue than was that provided by the city. Farmers as far away as one hundred miles came to Toronto to buy their supplies. There were no railways then, and farmers were obliged to drive great distances as country stores were not in existence. Market days were every day but Monday, and the St. Lawrence market place was about the busiest place in the city. Great tubs of butter, sides of pork and beef, eggs in plenty, were brought to town and sold at ridiculously low figures. "What a difference between the prices of those days and now," Mr. Swan remarked. "It would have hardly been thought possible fifty years ago that butter and eggs could go to such figures."

New Ways Save Labor

In the many changes that have taken place in the grocery trade, the labor-saving devices that have been evolved impress Mr. Swan as much as any. "When we had to grind all the sugar we sold from great large lumps shipped to us, make all the paper bags, and keep open from daylight until ten o'clock at night, there was little spare time in the grocery store," Mr. Swan remarked to CANADIAN GROCER. "Everything was sold in bulk, and that meant much more work than now, when packaged goods are so popular. When I started here on King Street, there were thirteen or fourteen other grocers right around me. To-day there is scarcely one of them left. They did not change their methods and ways of doing business with the march of times, and so gradually disappeared. With the establishment of railways, country stores sprung up here and there, the farm trade fell off, and the grocer had to more and more depend on the city people. Farm customers near the city have stayed with me, but those more remote, of course, buy nearer home."

Are Still His Customers

Many of the men and women who were boys and girls at school with Mr. Swan at Scarboro, are still dealing with him, and also succeeding generations, but his city trade is now his biggest business. He endeavors to cover all parts of the city, and he has two motors on the road all the time. He also does a jobbing trade of a considerable account, and summer after summer he has catered to tourists going to Muskoka. This has been a big feature, he states, in his yearly turnover, and so he has replaced the farmer connections of earlier days.

Mr. Swan, although well past seventy years, is still actively engaged in the business, and is in his store every day. He has been a reader of CANADIAN GROCER ever since its inception.

Advances Teas 2 to 3 Cents a Pound

Market Continues Very Strong, and Quotations Are Likely To Show Even Higher Levels—Cheapest Ceylon Tea, 50 Cents

AS has been pointed out for several weeks past in CANADIAN GROCER, the tea market is exceedingly strong, and all indications point to higher prices ruling in the near future. This week one house advanced its prices from 2 to 3 cents per pound. They have cut out all cheap teas and have raised their standard blends as stated above. Cables from India and Ceylon announce further increases in freights, and also in quotations in these countries. The commonest Ceylon tea is quoted there at 2s. 1d., and when the duty on top of this initial price is considered, freight rates, etc., it can be readily seen that the prices here will be high. There is little Indian tea on this market, August and September pickings not being here yet. The cheapest Indian tea will cost the trade at the present time 53 cents per pound, while the cheapest Ceylon tea cannot be bought under 50 cents. A shipment of tea from Batavia, Java, was recently offered a Toronto importer. It was quoted, laid down here, at a price equally as high as that now ruling on this market for the same quality tea. The shipment was ordered, but a return cable to this Toronto house announced that it had been sold at much higher prices. The lowest priced Java on the market is 45 cents. Stocks in importers' hands are reported very small. Some wholesale houses are pretty well supplied, but the prevailing condition is generally one of fast depleting supplies.

The Evolution of the Toronto Wholesale Grocery Trade

THE evolution of the wholesale grocery trade as it concerns the City of Toronto, and the Province of Ontario, forms an interesting chapter in the progress and development of this part of Canada. From the early days of the trade, when the wholesale merchant in groceries handled such articles as chains, anvils, spades, harvest tools, paints and oils, as well as the regular staples, down to the present time, when the trade has developed so extensively in specialties and package goods, is a far cry. With the march of years has come many changes, as is naturally to be expected, and methods that were in vogue when Toronto was yet a very small place, have long since been succeeded by modern ideas. In the early days payments were often pretty slow, and if a retail merchant paid $25 on $100, and renewed their notes for three months, they thought they were doing very well. Of course this system often involved considerable loss on the part of the distributor in those pioneer days, but profits were larger, and the expense of doing business was infinitely small as compared with the present day. Consequently any loss in the way of non-payments was not as serious as it would be now, with all the heavy overhead charges of carrying on.

Orders Larger in Early Days

Wholesalers throughout the Dominion in the early days were at widely divergent points, and the retailers who depended on Toronto for their supplies extended for many miles. Country storekeepers came in with their teams for supplies, and for many years distribution was altogether in this way, and, where possible, by boats in the summer. Orders then were for very much larger amounts than now. People bought heavily of supplies because they were not able to buy them so often.

Perkins, Ince & Co. in Business Over 75 Years

The history of the wholesale grocery trade in Toronto goes back for a period of more than 75 years, and closely associated with the early life of the business in what is now one of the foremost cities in the Dominion, is the establishment of Perkins, Ince & Co., at 42 Front Street East. Ranking among the three or four oldest wholesale grocery firms in the entire Dominion of Canada, this concern has customers on its books that have been there continuously for over sixty years. Situated at different points throughout the Province, are grocers whose great-grandfathers were among the first customers of Perkins, Ince. From one generation to another the connection has been maintained, and the firm feels a certain justified pride in the fact that all down through the years the associations of the earliest period in their business have been carried on with succeeding members of the original merchants who first formed their clientele. The present premises of Perkins, Ince & Co. were built in 1843, and they have occupied them without interruption since that time. There were no railways then, and the waters of Lake Ontario came right up to the back door. The firm was first known as that of F. and G. Perkins & Co., and it was not until 1856 that the late Wm. Ince entered the partnership. Some years later Frederick Perkins retired and the business was carried on by George Perkins, Mr. Ince, and John W. Young, under the name of Perkins, Ince & Co. The death of George Perkins in 1873 left the business in control of Wm. Ince and John W. Young, and since that time the name of Perkins has been merely nominal in this old-established concern.

Many changes have taken place in the trade since the first wholesale grocery opened its doors in Toronto upwards of 75 years ago. Methods of distribution have changed entirely as also has the character of the goods.

Wm. Ince Jr., the present manager, was admitted to the firm in 1885, and his brother, James Ince, now associated with him, entered in 1891 on the death of the late John Young. The passing of Wm. Ince Sr. in 1905 left the business in the hands of his two sons, who are now carrying on. The service of the Ince family in the Great War is well known, and the paying of the supreme sacrifice by the eldest son of Wm. Ince, and the only son of James Ince, cut short two bright careers that might have meant much in the future of the grocery trade. The two younger sons of Wm. Ince, who, too, displayed distinguished parts in the war for their service overseas, have now entered the business, and are being trained to perpetuate the high standards of business and success in the family name.

Relics of Early Days

The scales and table that are here reproduced are links with the past in the history of the Perkins, Ince store. They are interesting relics of the days when the late Mr. Ince was one of the biggest importers of Japanese and Chinese teas in these parts. He used to sit at this revolving table and test and weigh out teas for distribution.

Eby-Blain, Ltd., Notice Change in Trade Character

"The whole character of the wholesale grocery business has changed," remarked Hugh Blain, of Eby-Blain, wholesale grocers, Front Street E., to CANADIAN GROCER, in the course of a conversation on the progress of the trade. "When we started in business forty years ago, everything was sold in bulk. There was not, for many years after, a Canadian packaged tea. To-day practically everything is sold in packages. There were as many wholesale grocers then as there are now, and the population of Toronto was less than 100,000. With the growth of the city, business within Toronto has gone ahead in leaps and bounds, but country trade shows a falling off. There were only wholesale houses in Toronto for many years, but now they are spreading throughout the province, and naturally they are getting some of the business."

The business of Eby-Blain developed very rapidly, following its commencement on the first of January, 1880. The firm's first house was a few doors west of the present premises, and on the opposite corner. The late Joseph F. Eby, the original partner of the concern with Mr. Blain, had, previous to the founding of the new firm, been associated with the grocery house of W. K. Howland & Co., and Mr. Blain was in the fancy goods business. The late Mr. Eby was a tea importer on a large scale, and the firm continues to give strict attention to this department of the trade. The death of Mr. Eby five years ago led to a reorganization of the company. Mr. Blain is president, with W. Percy Eby, vice-president; Douglas Eby, secretary-treasurer, and Horace Hardy and David Blain, directors.

Possibly more than any wholesale grocer in Toronto, Mr. Blain has shown his definite interest in the organization of the Wholesale Grocers' Guild. With Col. John I. Davidson, he was the first to move in the matter. At the present time he is the president of the Dominion Association, and has always taken a keen interest in the affairs of the Guild.

H. P. Eckardt & Co. Have 32 Years' History

H. P. Eckhardt & Co., Church Street, was one of the first advertisers with CANADIAN GROCER, when it began publication some thirty-three years ago and, continually ever since, has had space

in each issue. This wholesale house is comparatively modern in the history of the trade in Toronto, but since its foundation on the first of January, 1887, it has grown and developed until now it occupies one of the finest buildings in the way of wholesale houses in the city. The premises where the firm is now situated are a splendid monument to progress and advancement. Another evidence of the expansion of the trade of H. P. Eckardt & Co. is noted in the fact that the present staff of twenty salesmen has been increased from four at the beginning. The province is pretty well covered, but little business is carried on outside of Ontario. The freight rates and the fact that groceries nowadays are bought largely for immediate needs, operates against extending distribution to points at great distances from this centre. The greatest changes, in the years of his experience, have been in the manner of handling goods. Proprietary articles are so numerous now, and fancy lines have developed to an extent that would hardly have been believed possible. Such lines as dried fruits and nuts were only sold at Christmas time, and if any were carried over from the holiday season, they had to be sold at a reduction in order to get rid of them. Now they are lines that sell the year round. Canned goods were very limited, and canned milk was almost unheard of thirty years ago. The transformation that has taken place in the manufacture of foodstuffs, and the demand that has been created for prepared foods constitute the most drastic changes that have been effected in the grocery trade.

T. KINNEAR & CO. HAS FORTY-YEAR RECORD

From the very commencement of business in 1880, the wholesale grocery of T. Kinnear & Co., has enjoyed a good share of the trade of Toronto and the province generally. Two branches of the Toronto house have been organized, one at Peterboro, Ont., about twelve years ago, and the other at Galt, in 1918. The late Thomas Kinnear started in the wholesale business on Front street, almost forty years ago. Previous to that time, for a period of nine years, he was associated in the retail jobbing business with J. W. Lang, but disposed of his interest to his partner, in order to start for himself. The late Mr. Kinnear, the founder of the present firm, had his first grocery experience in the store of Swan Bros., King street East. At the age of seventeen he entered this retail store, where he remained a number of years, afterwards going to the grocery store of Richard Dunbar, remaining there until he took up the jobbing trade.

The death of Thos. Kinnear in 1917, left the business in charge of his two sons, T. H. and H. S. Kinnear, who are now carrying on.

The above table, with the scales prominent upon it, have been fixtures in the wholesale house of Perkins, Ince & Co., Toronto, for a period of nearly seventy years, and have served the firm, in the testing and weighing of teas, through all these years. They constitute an interesting link in this house's early history.

Warren Bros. & Co. Becomes W. G. Craig & Co.

Ranking among the long-established wholesale grocery houses in Toronto is that of Warren Bros., at 579 Queen St. W. Of course it is only since 1912 that they have been situated in their present quarters. Previous to that time the firm was on Front Street, opposite the Queen's Hotel, but had to vacate to make way for the new terminal station. The business of Warren Bros. was originally that of Chas. Moore & Co., and was first conducted in 1852 on Yonge Street in the building now occupied by Ryrie Bros., jewellers. It was with this firm that W. A. Warren, who has been at the head of the concern for the past twenty-five years, first commenced as a boy. In 1876 the firm moved to Wellington St., but was there only for a short time before going to Front Street. Associated with W. A. Warren, when the business was first incorporated under the name of Warren Bros., were his two brothers, C. D. and G. M. Warren, but for the past twenty-five years the business has been conducted under the management of W. A. Warren. Of late years it has been known as Warren Bros. & Co.

On October 1 last, the controlling interest in the company was passed to W. G. Craig & Co., of Kingston, Ont. Warren Bros. & Co. have done business largely in Western and Northern Ontario, and the Craig Co. have a big Eastern connection. The two will now join forces, and a staff of fifteen men will cover the province. While not in as active a capacity as before, Mr. Warren expects to continue with the business. J. A. W. Craig is now the Toronto manager.

Armstrong & Pafford Firm Has Had Many Changes

Armstrong and Pafford, at 36 Yonge Street, represent one of the oldest wholesale grocery houses in the city of Toronto. While the present management has only been in control since the summer of 1914, the business dates back to 1873, when it was first known as Fitch and Eby, and was situated on Church Street, in the premises now occupied by McWilliams and Everist, wholesale fruit merchants. The next change in the firm was when Wm. Thwaite was admitted in the partnership. A few years later, however, both Joseph F. Eby and Mr. Thwaite retired, and J. C. Fitch took into the business the late Col. John I. Davidson. When Wm. Fitch, son of J. C. Fitch, was killed in the Riel Rebellion

in 1885, the latter retired at the end of that year. Then, in the beginning of 1886 the firm was again reorganized, and John D. Hay, who was brother-in-law of Col. Davidson., entered the business, and for many years it was known as Davidson and Hay, wholesale grocers. The business of Armstrong and Pafford followed by the present concern, Mr. Pafford having for a number of years been associated with Davidson and Hay. The business of Armstrong and Pafford is somewhat different from other wholesale groceries inasmuch as their business is largely confined to the city. Eight travellers are employed for Toronto alone.

Jas. Lumbers & Co. Developed Retail Trade

It is forty-five years next May since James Lumbers opened in the wholesale grocery business on Front Street East, Toronto. Previous to that time he was in the retail trade on King Street for a period of ten years. His place was first across the road from the present premises, but when the late Sir Oliver Mowat built the building in which the Lumbers' house is situated, he moved across the street. In addition to conducting the regular wholesale grocery trade, Mr. Lumbers has two canning factories, one at Ridgeville and the other at Vineland, both in the Niagara district. An extensive business is done in canned fruits and vegetables, and while the grocery trade is largely confined to Toronto and the Province of Ontario, canned goods are sold in the West to a considerable extent.

Mr. Lumbers Sr., in spite of his advanced years, is in his office every day, but the management of the business now largely falls to his son, Walter Lumbers. James H. Lumbers is also associated with him as sales manager, and a third son, Leonard Lumbers, is on the sales staff.

F. W. Humphrey Started Wholesaling in 1891

A resident of Toronto and vicinity all his life, and in the retail business on King Street for a period of ten years, F. W. Humphrey decided to enter the wholesale arena in 1891. F. W. Humphrey first opened at 64 Front St. E., but was not there long when he moved to his present premises at 47 Front St., E. Even though Mr. Humphrey's association with the wholesale grocery trade in Toronto is fairly recent as compared with some of the others, yet in the twenty-eight years that he has been in business on Front Street he has seen a great many changes, both as concerns the growth and progress of Toronto and also in the methods of conducting the grocery trade. Like others, he believes the putting up of foodstuffs for sale in packages, as compared with bulk in the former days constitutes the most drastic change.

Associated with him now are his two sons, J. Gordon Humphrey and Ross F. H. Humphrey. The business of the firm is confined to Toronto and Ontario.

Medland Bros. a Young Firm

Among the younger men now doing a wholesale grocery business in Toronto, and whose history dates back only twelve years, are Medland Bros., operating on Front Street E., under the firm name of Medland Bros., Ltd. Previous to the opening of the wholesale house, John Medland, T. J. and R. Y. Medland had a retail store at 128 to 130 King Street E. A jobbing business was also carried on in connection with the retail, but on August 1, 1907, John Medland entered the wholesale field, managing the business under the firm name of Medland Bros., his two brothers continuing the retail trade. About a year later he was joined by his brother R. Y. Medland, and the retail trade was conducted under the firm name of T. J. Medland Ltd. A year ago last May T. J. Medland disposed of his retail business, and in February of this year joined the wholesale firm. Medland Bros. Ltd. have also a branch at Lindsay, Ont., having purchased the wholesale of J. E. Adams & Co. on January 1 last. Twenty-three travellers are engaged by this firm, soliciting business throughout the province.

Medland Bros. have been associated with the grocery trade for a great many years, even prior to their entering the retail business on King Street East. Their father, W. E. Medland, was for a number of years in the grocery business at 744 Queen Street W., and R. Y. and John Medland were associated with him. T. J. Medland conducted retail stores in Port Hope, Picton and Brockville, and also at 228 Queen Street E., Toronto. He also gained considerable experience in the trade as traveller in the Western Provinces for Jobin and Marin, wholesale grocers of Winnipeg.

The firm also operates a canning factory at Port Dover, packing from 75,000 to 100,000 cases annually.

Canada Brokerage, Groceries, Ltd.

Among the wholesale houses that have come into existence in Toronto in comparatively recent years, are the Canada Brokerage Co., Ltd., Groceries, Ltd., and Higgins and Burke. These firms are all situated on Front Street East. The former was organized in 1903 with F. W. Hudson as president. He still retains that office. Mr. Hudson was, before entering the wholesale business, a brokerage agent, representing among other manufacturers, the Halifax Sugar Refining Co., before its amalgamation with the Acadia Refineries. He has been more or less associated with the grocery trade in Toronto since 1886. The company employs twelve travellers, with John Clarke as sales manager. J. Kenneth Knowles is secretary-treasurer.

Groceries Ltd., with offices and warehouse at 9 Front Street E., was first formed in 1908. H. T. Wilson is the president and W. E. McMurtry is the vice-president and manager. Mr. Wilson was for many years connected with brokerage houses, and the vice-president was formerly with Eby-Blain.

Higgins and Burke have been in the wholesale business only since January, 1917. Their trade is largely in Northern Ontario and chiefly with lumbering and mining camps. It is almost altogether carried on in that part of Ontario north of North Bay. S. Higgins was formerly with T. Long & Bro., wholesalers, at Collingwood, and W. F. Burke, before entering the business in Toronto, was associated with T. and J. Shannon, general merchants at Biscotasing, west of Sudbury.

Scott Bros. Carry on a City Trade

Scott Bros., wholesale grocers, 41 Yonge street, have been in business in Toronto for the past 25 years. Until six months ago they were established at 190 King Street East. The firm consists of A. E. and W. E. Scott, and was first established by the father of the present members, Wm. Scott. The business of this house is chiefly in the city, as they have no travelers covering the province.

Shepherd Bros., of Whitewood, Sask., have purchased the butcher business of Stanley Knight, known as the City Meat Market, Whitewood. Roy Emigh is manager.

Every Grocer a Trustee

To Handle Credits Successfully He Must Have Firm Principles — Sound Rules Are Needed — Their Practical Application

By HENRY JOHNSON, Jr.

CONTINUALLY men ask me how to handle their customers' accounts. I read of schemes and plans all the time, too, but whether talking or reading, I always find that questions and solutions all treat of methods. None that I know of strike the fundamentals, the roots of scientific credit handling, so I want to have you think with me along lines which will begin with the right "mental slant" on this problem and so lead us toward a real settlement of this question.

It is a recognized fact that no man can get very far without character. Character must be founded on principles, whether consciously adopted or not. It is the same with a business. It must have character, and it must rest on principles, else will its life be short and its usefulness nil. And just as a man must respect and live up to the high exactions of his principles, so must a business have principles, or rules, which everybody, including the man at the top, respects as rigidly as he does his own honor and integrity.

You cannot sell goods haphazard. You cannot make deliveries without a system. You cannot "guess" at the prices you will charge nor the service that can be given with your prices, if you are to be successful. And you certainly cannot extend credit without a plan of action, carefully laid down and then lived up to as rigidly as any bank, and make a success of the credit business. But, given sound rules and rigid observances, the credit business is, to my mind, the finest business there is from the standpoint both of the merchant and his customer.

What Kind of Rules or Principles?

The first principle is that credit is a service. As such it is surrounded with certain limitations. Just as the hours of business are clearly limited, so must be the terms of credit. For you can only give just the service you set out to give —no more, no less—if you are to be successful. Let us say, then, that credit is to be extended for thirty days. That means 30 days. It does not mean 35 days, nor 40 days, but 30 days. Inevitably and logically that means that the bill is to be paid at the end of 30 days. Automatically that cleans up the question whether there shall be any balance. There must never be a balance.

Certain matters of practical application must come in for handling credits on this plan. At the outset the understanding must be had that the bill is payable every first of the month. It is understood that you send it out or not, just as your custom may be, or as your customer may desire. Then it is to be paid sometime within the first and the tenth of the succeeding month. That is

HENRY JOHNSON, Jr.

a practical matter, made necessary because it would hardly be practicable for you to insist the money be right there on the dot or you would not send any more goods. It might rain, or snow, or people be ill, so the first to the tenth is a good arrangement; but that must end it. Bills not paid by the tenth are liable to immediate stoppage.

Next, goods are money, therefore you must be as careful loaning them as you would be about loaning money. An applicant for credit must be told that you are certainly glad to take all the good accounts you can get, putting strong emphasis on the good. Get all record and references. Then, before the first purchase is delivered to the customer, investigate that record. If any flaws appear, do not take the account. Never mind that it is unpleasant. It will be pleasanter than to have a big loss later on.

If, in spite of all precautions, you get in bad and find yourself stung, take your loss at once. Stop the account. Wipe out the bill. Lose $25 now rather than $40 later on.

Never make any bones about letting it be known that you invite no laxity with accounts, that you expect your customers to pay just as they have agreed and live up to that rule.

Practical Operation of the Plan

"Yes," you say, "but that is old stuff. Those are usual rules." True; there is, in fact, nothing new about the right way to handle credit. The point comes in the proper handling thereof and obeying your own rules—living up to your own principles and character.

You will not go far before somebody will seek to have you make an exception to your rules. Perhaps it will be a very fine, high grade, thoroughly respectable customer, a professional man who wants you to carry him through the summer while he goes on a trip. It is going to test your character to refuse. It is going to test your diplomacy to decline in such a way as will keep the account. But you must refuse. Whether you do it smoothly or roughly, whether you retain or lose the account, the desideratum is that you refuse.

Why? Because on your ability to refuse rests your title to be regarded as a credit man. Just as you succeed in living up to your rules will you succeed in extending credit—and to no greater extent.

Suppose you do not steal. Why do you not? Because your principles do not admit of stealing. Further, you would not steal just once, as a sort of exception to your rules, would you? No. Why? Because instinctively you know that a single lapse is so dangerous, so terribly liable to undermine your whole character, that you would shrink back in horror at the suggestion.

Yet to steal once—just once—would be no more dangerous to your character and no more demoralizing than to lapse once in your rules will be to your entire scheme of credit giving.

How to Prevent Lapses

Here is where the correct "mental slant" comes in. You must approach this tremendous problem with a heavy sense of responsibility—for you are responsible far beyond what you are apt to think. Your habit is to think of your business as your own, to do with as you please. But it is not. In fact you are only a temporary tenant. You are a trustee to whom that business has been handed for safe keeping and skilful handling. You are the servant to whom has been given certain talents for which you must later render the strictest account. And who, then, is the owner to whom you must account?

The owner is the man you will be in thirty or forty years from now, and his old wife. That man is beyond the age of useful work, and he is now looking to you to provide a competence on which he can live in independence until he passes on down the long slope. His wife —surely you want to safeguard her from any danger of dependence, privation or want!

So just regard yourself as the employee of that man and woman, entrusted with their entire possessions, instructed to run that business within certain well-defined limitations, and go to it that way.

A very successful man stood in his store one day and I stood beside him. We were looking over the busy crowds, and I asked him something about his methods. He said: "You know, our rules do not permit us to do that"—replying

(Continued on page 79)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

P. C. Cormier, general merchant, Harcourt, N.B., is dead.

R. M. Folkins, grocer, St. John, has been succeeded by G. M. Kincade.

Robt. Caldwell, grocer, Kentville, N.S., has been succeeded by J. A. Hart.

Jas. Nault, general merchant, Maniwaki, has been succeeded by J. B. Nault.

Edward Bienvenue, grocer, Farnham, has sold to A. Richard.

Joseph Udell, of Joseph Udell & Sons, general merchants, Carbonear, Nfld., is dead.

Andrew Rutherford, general merchant, Harbor Grace, is dead.

Jas. William Duff, general merchant, Lamaline, Nfld., has discontinued business.

"The Cash Store," Stellarton, N. S., opened on Nov. 15 in the location formerly occupied by Barker's store.

J. S. Richardson, grocer, Woodman's Ave., Grand Manan, N.B., has sold to G. W. Robinson.

Wm. Burke & Co., general merchant, Mira Ferry, N.S., have been succeeded by Walter Spain.

W. J. Buckley, general merchant, Rogersville, N.B., has sold to the Rogersville Co-operative, Ltd.

A new grocery, known as the Water Street Grocery Company, has been opened at 7-9 Water Street, St. John, N.B.

G. C. Fearn & Sons, general merchants and commission merchants, have discontinued their St. John's, Nfld., business.

C. D. Dykeman & Sons, Jemsey, N.B., have dissolved partnership, Arnold D. Dykeman continuing under the style C. D. Dykeman & Son.

Quebec

Brig.-Gen. John A. Gunn, president of Gunns, Ltd., West Toronto, was in Montreal for a day last week.

G. C. Duncan, of the Cowan Company, Montreal, is away on holidays and will visit New York, Washington and Boston, before returning.

John S. Foreman, of S. K. Walker & Co., exporters, London, Liverpool and Glasgow, whose head office is at Sydney, New South Wales, was in Montreal last week.

Chas. Chaput, president of L. Chaput, Fils & Co., Ltee., Montreal, was out for the first time on Monday, having been confined to his home for several weeks through illness.

Ontario

H. T. Anning, grocer and confectioner, Kincardine, has sold to Russell & Marcus.

W. Gillon, grocer, Hamilton, has sold out.

F. C. Bell, grocer, Toronto, has sold to Golden Bros.

Peter McGaw, grocer, Kincardine, has sold to Wm. Borden.

E. W. Pearen, grocer, has sold to Jas. Margetts.

Paul James, grocer, Chatham, has sold to T. W. McLean.

Dorkin & Co., grocers, Toronto, are discontinuing business.

Mrs. H. McMillan, grocer, Toronto, has sold to Geo. Carey.

G. M. Robertson, grocer, Toronto, has sold to J. A. Simpson.

L. Becker, grocer, Toronto, has sold to Harold Rabjohn.

G. J. Melhuish, grocer, Toronto, is discontinuing business.

W. G. Bagley, grocer, Toronto, has sold to J. R. Richardson.

S. Braden, general merchant, Kinloss, has sold to Geo. C. Bannerman.

Notter Bros., grocers, Toronto, has sold to the Bohlender Grocery Co.

A. Hunter, of Peterboro, is succeeding C. Sanders at 55 Bird Ave., Toronto,

J. F. Gibbs has taken over the grocery at 1751 St. Clair Ave. W., Toronto.

S. F. Lawrason, of S. F. Lawrason & Co., London, is in Winnipeg on business.

W. H. Davidson, groceries and hardware, Hamilton, has sold to Frank Elms.

J. R. Richardson has purchased the business of R. Bagley at 124 Wychwood Ave., Toronto.

A. C. Secor, 2356 Queen E., Toronto, has sold his grocery and confectionery business.

E. W. Jeffress, of E. W. Jeffress, Ltd., Walkerville, is on a business trip to Chicago.

Dominique Legault, general merchant, Charlton, is selling to the Legault Hardware Co.

M. Mahoney has opened a grocery and confectionery business at 195 Wychwood Ave., Toronto.

Edward McGurn, produce merchant, Alvinston, has been succeeded by McGurn & Burnford.

Stewart Henry, Windsor, Ont., of the B. C. Packers' Association, is in Montreal and Ottawa on business.

Mrs. M. Adgey, Balsam Ave., Toronto, has sold the business to A. H. Mealing.

Mrs. R. Losey, Arlington Ave., Toronto, is going out of business.

R. W. Algoe has purchased the business of S. Bateman at 841 Euclid Ave., Toronto.

R. V. McGill, grocer, Ottawa, has been succeeded by the Norin-Stuart Grocery Store.

S. Mignacca, general merchant, Coniston, has suffered loss by fire.

W. G. Mitchell has purchased the general store business of H. Brady, Staffordville.

W. J. Eastcott, for many years a grocer in business in Ottawa at the corner of Bank and Nepean Streets, passed away at the home of his son, Arthur Eastcott, Pembroke, after a short illness. Three sons and three daughters are left besides his widow, one brother and one sister.

C. Zwicker, Crediton, Ont., general merchant, was in Toronto this week on business and called at the Toronto office of CANADIAN GROCER. Mr. Zwicker is also a large dealer in seeds and grains. He says the trade in his vicinity is looking forward to a record fall and Christmas trade.

TOTAL UP TO 28

Loblaw Stores, Ltd., Toronto, have added two more stores to their chain. These are at 2010½ Queen St. E. and 551 Bloor St. W. The latter has been operated by Speers Bros. This makes total of 28 stores under the one management.

GALT TO BE THEIR NEW HOME

McCaskey Systems Limited, Manufacturers of Counter Check Books and Credit Register Systems, Will Move To Galt, Ontario

McCaskey Systems Limited, Toronto, have purchased in Galt, Ont., a manufacturing plant, erected during the war for munition purposes.

Their present premises have become too small, and they find it necessary to seek larger quarters, and have chosen Galt for their head office and factory.

It is understood they will move into their new building in July or August of next year.

In addition to the manufacture of credit registers, this firm also make counter check books. The latter business has developed rapidly during recent months.

CANTON, CHINA, TEA TRADE DECLINES

More than half the tea dealers in the Canton district of China suspended business during 1918. This was because of the high cost of production with attendant high prices in recent years. There are about fifty firms now engaged in the tea trade. The total yield of the three districts of Hock Shan, Ching Yuen, and Ho Yuen, which supply the Canton dealers, has declined about fifty per cent. in the last quarter century.

EARLY CLOSING BY-LAW LIST NOW COMPLETE

At a representative gathering of the grocers' section of the Retail Merchants' Association on Monday evening last, the early closing by-law was again discussed. It was pointed out that the police census included a number of names that were not in the grocery trade proper. With these eliminated, there was still a surplus over the number required to go before the city council, and the matter will be again brought before that body at the meeting next Monday, when it is expected that it will be finally passed.

The matter of representation on the city council was also dealt with by the grocers, but it was decided not to put up any particular candidates on their own behalf, but to support the ones who suggested themselves as being the most capable. An article recently appearing in the CANADIAN GROCER, on the subject of "Know your costs and expenses," constituted an interesting discussion, and a questionnaire is being sent to merchants in all branches of the association, regarding their overhead charges, so that any information required by the Board of Commerce may be easily accessible.

GUNNS, LIMITED, OPENS NEW OFFICE BUILDING

The office staff of Gunns, Ltd., West Toronto, celebrated the opening of their new office building on Friday evening last, with a social evening. The members of the staff, with their wives, sweethearts, and friends, to the number of 150, enjoyed the hospitality of the firm. A splendid orchestra provided music, and Coles' catered. Attractive prizes were given the winners in the games. The affair was a great success in every way and once more demonstrated the fine feeling that exists between employer and employee, in the Gunns Company. The new office building is a commodious structure, and fronts on St. Clair avenue, on the corner of Gunns Road.

SASKATCHEWAN FISHING INDUSTRY

An important announcement is made in connection with the fish industry in Saskatchewan. Fish which formerly was shipped in sacks is now being shipped in boxes, and this is proving much more satisfactory from the standpoint of all concerned. Fish packed in boxes on the lakes are protected from the sun and wind and thus preserve the original color and prevent evaporation of moisture.

As an instance of the importance of the fish industry in Northern Saskatchewan, it required ninety cars to ship last season's catch to the markets. The total production was over 2,500,000 pounds, of which more than two million were whitefish and the balance jackfish, pickerel, mullet, and trout. Much of the fish is caught and marketed through the Big River operators. One Big River company, which operates on fifteen lakes, freight by teams from lakes more than two hundred miles north of the railroad. What is now urged is an extension of the National Railway far enough north to tap the big lakes. This extension would also open up a large timber area and some excellent ranching country. Saskatchewan's wealth in fish is as yet only touched.

Handling Poultry

More than 50,000 pounds of poultry have been handled by the Moose Jaw Livestock, Trading and Feeding Co., since October 27. This new firm is composed of ranchers and business men, and was formed for the purpose of finishing partially-fed stock coming on the market. A. H. Wilford is buyer and seller for the company. Dr. Merkley is superintendent, having charge of the feeding, killing and packing of the birds. A specially fitted up car travels the province picking up poultry. It is properly heated and equipped with crates so situated that it is possible to feed and water the birds in transit.

MONTREAL GROCERS CONFER RE WEIGHT OF EGGS AND VEGETABLES

Considerable discussion has taken place recently over the Montreal city by-law requiring all vegetables and eggs to be sold by weight. Definite proposals are now being made to the Administrative Commission after they have been considered by the city council. A meeting of wholesale and retail merchants, farmers and peddlers, was held at the City Hall last week for the purpose of arriving at some solution of the difficulties which have existed since the present by-law became effective.

In the matter of eggs it was promptly resolved to recommend that these should be sold by the dozen as heretofore, and not by weight.

In the matter of vegetables being sold by weight, this was a subject of long discussion, a greater variety of opinion being expressed. Some contended that the farmers should be permitted to sell their produce in the public market by any method they found most suitable. Others thought that the weight plan should be adopted, while others believed that the matter of selling these by meaure in all parts of the country was the best plan to be adopted. These matters will be fully threshed out and a decision arrived at, it is expected, in the near future.

EDMONTON BOARD OF TRADE SECRETARY RESIGNS

F. T. Fisher, secretary of the Edmonton Board of Trade, has accepted an important position with the MacDonald-Cooper Co., of Edmonton. Mr. Fisher has been associated with the Edmonton Board of Trade for the past fifteen years. As a mark of appreciation of Mr. Fisher's services, the Edmonton Board of Trade presented him with a $1,000 Victory Bond and elected him a life member of the Board of Trade.

WESTERN TRAVELERS NOMINATE OFFICERS

The Commercial Travelers' Association meeting in Winnipeg recently nominated the following members:

President, J. P. Minnhinnick and George Harvey; vice-president, A. Webber, elected by acclamation; treasurer, Charles Halden, elected by acclamation.

Saskatchewan — President, R. W. Birch; vice-president, G. I. Wilson; treasurer, E. Musgrave, all elected by acclamation.

Alberta—President, W. A. Logan; vice-president, A. H. Ferguson; treasurer, G. S. Kellaway, all elected by acclamation.

British Columbia—President of the advisory board, Charles Longhurst and H. W. Taylor; vice-president, M. F. J. Hall, Victoria; treasurer, E. W. Dean, Vancouver.

Vice-presidents of the association — Alberta, A. M. Mouat, Calgary; Saskatchewan, J. J. Gilmore; British Columbia, F. J. Lumsden.

Members of the executive—Alberta, O. S. Chapin; Saskatchewan, K. W. Ross; British Columbia, Geo. Mather and J. W. Newman.

Ballots will be counted by Scrutineers F. H. Agnew, chairman; J. H. J. Murphy, W. Stitt, J. M. Scott, Geo. Bolton, A. McAllister, R. M. McGowan, F. G. Walker and O. H. Dingman, and they will report at the annual meeting Dec. 20.

New Goods

J. L. Kraft & Bros. Co,, Chicago and New York, are putting on the market a new line of cream cheese, put up in tins as shown by the accompanying illustration. There are eight varieties—Kraft, Kraft Pimento, Kraft Chile, Rarebit, Swiss, Camembert, Limburger and Roquefort. It is pointed out that this cheese in tins will keep indefinitely and in any temperature. The labels on the tins are in blue and yellow.

NEWS FROM WESTERN CANADA

Western

Weeks' Grocery, Edmonton, has sold out.

Chipman, Eastwood Store, Edmonton, have sold out.

L. M. Tetrault, St. Malo, Man., has sold to F. X. Tetrault.

H. H. Tilley, grocer, Minnedosa, Man., has sold to Thomas Mellor.

Turner's Market, grocers, butchers, Edmonton, have sold out.

Gordon & Mills, grocers, Winnipeg, have sold to Wm. Mallison.

Tyne Bros., Strome, Alta., are reported sold to W. T. Phipps.

G. R. Ford, general merchant, Scott, Alta., has sold to M. M. Hanna.

G. W. Chase, grocer, Edmonton, has been succeeded by B. R. Matthews.

A. M. Tipp, general merchant, Oak Lake, Man., is reported sold out.

Wm. H. Cox, grocer, Winnipeg, has been succeeded by J. C. Anderson.

Geo. Currie, general merchant, Pine Creek, Man., has sold out to W. J. Currie.

A. J. Ainsworth, grocer, Edmonton Alta., has been succeeded by Aylmer's grocery.

The Alameda meat market, Regina, Sask., changed hands recently, A. G. Paul being the purchaser.

A new groceteria has been opened in Moose Jaw, Sask., at the corner of Main and Athabasca street. It is to be known as "The Modern Groceteria."

D. S. Flemons has opened a grocery store at 1409 Tenth Ave., Regina. He has named his store the "Service Grocery." He is a returned man, having seen service with the 43rd Battalion.

Ernest J. Conway, formerly merchant at Regina Beach, has opened an attractive grocery at 2923 Fifteenth Avenue, between Retallack and Robinson Streets, Regina. An auto delivery service is part of the equipment.

F. Manley, broker, Somerset Block, Winnipeg, has found through his rapidly increasing volume of business that it has been necessary for him to move to larger quarters. On December 1 Mr. Manley is opening new offices and show room at 42 Silvester-Willson Building, Winnipeg, where he will be better able to give the attention required to his many lines.

Capitalized at $20,000, the Great War Veterans' Association Co-Operative Trading Company, Ltd., Regina, has secured articles of incorporation and will soon commence business. The first meeting of shareholders has been called and officers and board of directors will be chosen. Accommodation, it is expected, will be found in the Veterans' block, Albert Street. J. S. Brundige is provisional chairman, and John Marshall secretary-treasurer of the company.

SASKATCHEWAN MERCHANT PERISHES IN STORE FIRE

Jas. D'Arcy lost his life recently in a fire that completely destroyed his store at Venn, Sask. Mr. D'Arcy was in the office of the store at the time, and whether he was overcome with smoke or heat cannot now be ascertained. The fire seems to have started in the office and to have spread rapidly. The deceased leaves a wife and a two weeks' old baby.

WESTERN PACKING PLANT HAS REPRESENTATIVE AT PRINCE ALBERT, SASK.

Gordon, Ironsides and Fares, the big Western packing house, have established a representative in Prince Albert, Sask., and have entered the market to purchase livestock for their various packing plants. A. H. Leddy will handle the interests of the firm at this centre. Prospects at the stockyards at Prince Albert are much improved.

A Store at the End of the Steel

Fred. Donovan Has Built Up a Thriving Business at Turtleford, Sask., by Careful Service to the Farmer and Rancher of the Neighborhood, and by Being a Friend to the Indian

TURTLEFORD, at the end of the steel and surrounded by a land fertile in produce, does an immense business in groceries. Especially is this true in the store of Fred Donovan, who, having been in this town several years, has built up a thriving trade in every respect, but notably so in the line of groceries.

Big Orders the Rule

For hundreds of miles this northern country is settled by farmers and ranchers who come, as a rule, to Turtleford to make their purchases. Six clerks, besides Mr. and Mrs. Donovan, are kept busy all the time filling orders for the many customers and these orders are mainly grocery in nature. One hundred dollars is by no means an uncommon total for one order alone. Mr. Donovan sells his groceries with but small profit to himself, but his large annual turnover, together with the confidence of the public, compensate entirely for the generous cuts in grocery listings.

Catering to the Redman

There are Indian reserves near Turtleford and large numbers of the redskins come to Turtleford every day. "The Indians are my friends," says Mr. Donovan, and no one witnessing the actions of these children of nature can for one moment doubt his statement. The Indians come to him with their difficulties sure of kindly advice and square dealing. They bring seneca root and furs and Mr. Donovan buys them, while he and his clerks cater to the redmen's wants and wishes with all of the respect and attention bestowed on customers of the white race. Mr. Donovan encourages decisive, courteous and business-like methods among all his employees. He gives credit for all worthy effort from the learning of a foreign customer's language to the invention of more efficient practices or more effective arts of display. One of Mr. Donovan's clerks, Mr. Robert McCartney, has been in his employ for ten years.

The Fred Donovan store that does a flourishing business, at Turtleford, Sask., at the end of the steel.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets throughout the Dominion are generally strong with advances registered in a number of instances. In fact the trend on all Canadian markets is toward higher levels, rather than to easier prices.

MONTREAL—Sugar was advanced in price this week by two refineries, the St. Lawrence and Dominion increasing their quotations on refined to $12 per cwt., with relative increases for other grades. The undertone is very firm and other advances will not be surprising. Canned fruits are firming, too. Walnuts and peanuts are very firm, although almonds eased somewhat. Rices are firm and there have been advances for a number of grades. Jamaica ginger is higher in price. Package oatmeal and package rice are advanced by one jobber. Hay is one dollar a ton higher, while potatoes are also up. Dried fruits and teas are firm, while coffee and cocoa are very firm. Molasses may again advance, some predicting it will go to $1.35 or $1.40 per gallon. Oranges are marked down a little. The trade is active, particularly for Christmas lines and for canned fruits.

TORONTO—An advance of 75c per hundred is reported in St. Lawrence sugar this week, making the price on the basis of Toronto delivery $12.21. The other refineries are unchanged but very strong and further advances are not unlikely. Shipments of sugar are moving in very limited supplies and there is as yet by no means an abundance. The prices that are being asked for raws are very high and they are being reflected in the quotations of the refined article. As announced previously, new importations of molasses are likely to be quoted three cents a gallon higher. At present there are no changes in spot quotations. Teas and coffees continue to show strength, some wholesale houses this week advancing the former two and three cents per pound. Good coffees are extremely scarce and primary markets are stronger. The scarcity of seedless raisins that was referred to last week is not much relieved and some wholesalers are absolutely without supplies. Grecian currants are being received in fair quantities, but are taken care of immediately on their arrival. They are quoted to the trade around 21 cents per pound. Peels are inclined to be scarce and high prices are being asked for the same. Orange and lemon peels are quoted at from 44 to 46 cents and citron peel is practically unobtainable. It has been quoted as high as 68 cents per pound. New nuts in the shell for the Christmas trade are coming along, but prices are higher than a year ago. New prunes and apricots should be ready for the trade next week. Dried peaches are selling at strong figures. Rices are very firm. Advances in honey are reported, amounting to from two to three cents per pound. Ontario potatoes are quoted higher again this week at $2.40 per bag.

The produce markets as far as fresh and moked meats are concerned are unchanged. The hog situation is tending to lower levels and pork and all pork products are steady at the easier levels. Butter and eggs are both higher and cheese is very strong, with no change in prices. Poultry receipts are heavy and some lines are offered at slightly easier prices.

WINNIPEG—Like the Toronto and Montreal markets, St. Lawrence sugar has advanced in Winnipeg 75c per cwt. Supplies are none too plentiful and prices are likely to continue very firm. Teas are also likely to advance. Shipments of dried fruits from California are very slow and currants and raisins are quoted at firm figures. Confectionery lines are still very scarce, due chiefly to the sugar shortage. Rices are very firm and also tapioca and sago. Flour and feeds are unchanged.

QUEBEC MARKETS

MONTREAL, Nov. 26—The market conditions have been quite active and prices are marked up on several items. The trade for Christmas goods is manifesting itself and the outturn each week of seasonable lines of fruits, etc., is large.

Another Advance Makes Refined Sugar Price $12

Montreal.

SUGAR. The market is higher this week for both St. Lawrence and Dominion Sugar Refineries. The increases are immediately effective and it is possible that others may increase their prices in the near future, the market undertone being decidedly firm and tendencies are upward. Supplies of raw sugar are fair, but there is still more demand than can be satisfied at the present time. It is altogether likely that there will be a steadily upward trend to the market for some weeks to come.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	11 25
Acadia Sugar Refinery, extra granulated	11 25
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	11 45
Icing, 25-lb. boxes	11 85

Icing, 50-lb. boxes		11 65
Do., 1 lb.		12 80
Yellow, No. 1		11 60
Do., No. 2 (Golden)		11 50
Do., No. 3		11 40
Yellow, No. 4		10 55
Powdered, barrels		12 10
Do., 50s		12 30
Do., 25s		12 50
Cubes and Dice (asst. tea), 100-lb. boxes		12 60
Do., 50-lb. boxes		12 70
Do., 25-lb. boxes		12 90
Do., 2-lb. pack.		14 00
Paris lumps, barrels		11 85
Paris lumps (100 lbs.)		11 95
Paris lumps (50-lb. boxes)		12 05
Paris lumps (25-lb. boxes)		12 25
Paris lumps (cartons, 5-lb.)		13 00
Do. cartons, 2-lb.)		13 25
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		12 60
Do. (100-lb. boxes)		12 70
Do. (50-lb. boxes)		12 80
Do. (25-lb. boxes)		13 00
Do. (cases, 20 cartons)		13 75

Canned Fruits Active And Prices Are Held

Montreal.

CANNED GOODS.—The present activity for canned goods is largely confined to tinned fruits. These are in heavy demand and the undertone is firm. Some lines of peaches and pears in heavy syrup have come to hand from United States packers, and these are holding at well-sustained prices. Dealers have been disposed, in many instances, to accept delivery of booked orders, and there has been quite a wide distribution.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
No. 2	....	20 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, 2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup		
No. 2	....	2 65
No. 2½	4 80	5 15
Pears, 2s	4 25	4 75
Do., 2½s	5 25	5 40
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65

CANNED FISH

Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.	....	2 00
Cohoes, 1-lb. tall	....	3 75
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 50
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	2 00
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 4s, 1s	....	1 50
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	....	2 60
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster paste, ½-lb. tins	....	2 10
Sardines (Amer. Norweg'n style)	....	14 50
Do., (gen. Norwegian)	21 00	22 25
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 35

Shelled Almonds Easier; Walnuts; Peanuts Steady

Montreal.

NUTS.—The heavy orders from the trade, which usually manifest themselves at this time of the year, have continued from week to week. Many large lots have been distributed, and the prices have been quite well maintained on most lines. Shelled almonds have eased somewhat, although the tendencies are again upward. Shelled walnuts are steady, and it is expected that this market will be firm for several weeks. Peanuts, too, have held firmly.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled	....	0 62
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 26
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Beans Selling Slowly; Prices May Be Held

Montreal.

BEANS, PEAS.—The bean market is a very quiet one, the trade in this part of the country reports. Prices have held with but little change of late, and while the best grades of Canadian beans have sold at around $5.25 per bushel to the retail trade, competitive beans have been offered for less money. With the trade well supplied and with Canadian beans of better average quality this year, changes are not anticipated by some of the larger operators, for the time being at least. Good grade boiling peas are very scarce and hard to obtain, and the quality of these in many instances is said to be below the average of past seasons.

BEANS—		
Canadian, hand-picked, bush.	5 25	5 40
Japanese	....	5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 17
PEAS—		
White soup, per bushel	....	4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

All Dried Fruits Are Ruling Very High

Montreal.

DRIED FRUITS.—The market conditions are good as far as demand goes. The new crop prunes and raisins, apricots and peaches now being received are said to be of excellent quality, but the prices of nearly every line are very firm and high. Raisins and prunes are ruling very high, and in view of the fact that all sellers have been pretty well sold up before these recent arrivals, the stock received going to the dealer at once in many cases, it does not seem likely that prices will be lower. Drained peels are marked higher, and several of the importers and jobbers have reported the supplies of these to be low.

Apricots, fancy	....	0 36
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	....	0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 15
Orange	....	0 46
Citron	....	0 68
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	....	0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded	....	0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 25
Do., Greek, 15 oz.	....	0 25
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 10
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 1-oz. boxes)	....	5 40
Figs, Spanish (cooking), 28-lb boxes, each	....	0 14
Do., 28 8-oz. boxes	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30

50-60s	....	0 25
60-70s	....	0 22
70-80s (25-lb. box)	....	0 21
80-90s	....	0 20
90-100s	....	0 18½
100-120s	....	0 17½

White Corn Syrup is Active; Molasses Firmer

Montreal.

MOLASSES AND SYRUPS.—"Molasses will be around $1.35 per gallon, I believe." This sounds the note of a very large jobber regarding the trend of prices on the product. Fancy molasses supplies have not been excessive, and as a matter of fact some of the trade believe that the stocks are not ample to make a fair distribution to all sections of the trade. The price basis at the production points are such, to-day, as to make the landed price for fancy grades, over $1.20, the present ruling price for Montreal delivery. It looks like a still higher market. Corn syrups, particularly the white, are in active demand, and the sugar situation has helped to hasten an increased sale for these.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half barrels	....	0 18½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond		
case (2-lb. cans)	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Rices Are Firmer With Some Mark-ups

Montreal.

RICE AND TAPIOCA.—The market is still ruling with a firm undertone and the tendencies are not only upward but there have been some mark-ups on the better lines. The demand is seasonably good, and supplies are not excessive in the hands of the jobbers.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)	....	17 00
Do., No. 2	....	16 50
Do., broken	....	13 50
Siam, No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Japan	....	13 50
Do., special	....	9 50
Patna	0 14½	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note. The rice market is subject to frequent change and the price bases is quite nominal

Coffee Receipts Improve And Prices Are Held

Montreal.

COFFEE, COCOA.—The receipts of coffee from the States have been better during the past week or two. This reflects the improvement that has been made owing to the settlement of the longshoremen's strike at New York. The demand from the trade is reported to be good, quite as active as the month of October, and which was a heavy one. The undertone is strong. Cocoa markets are firm and the undertone suggests an advance before many weeks.

COFFEE—		
Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Will Teas Go Higher? Markets Ruling Strong

Montreal.

TEAS.—While the market is a very strong one, and the tendencies are upward, some are asking if the peak of prices has been reached. There has been quite a wide distribution of the stocks held by jobbers and importers, and, while the holdings are less than they were, some state that there is enough tea in Canada for present and near requirements. Looking at the situation in a broad way, the Central European countries will probably continue to absorb much tea. If they come in as buyers, and particularly Russia, the holdings will be much reduced. Such a wide distribution as this would, of course, have an immediate effect upon the price basis everywhere, for some of these countries are supposed to have very little stock to meet their needs. The present situation here is a very firm one.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Ginger is Higher; All Spices Firm

Montreal.

SPICES.—The markets are very firm and this week Jamaica ginger is the feature, being marked up to 40 cents per pound. The tendencies are strong on all lines and the whole spice list is active.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Steady Honey Sales; Maple Products Fair

Montreal.

HONEY, MAPLE PRODUCTS.—The supplies of honey are ample to meet the demands of the trade, and which trade is quite satisfactory. Prices have held steadily, and both clover and buckwheat honey are moving, according to the trade wanting a particular kind. There is a steady and seasonable trade in maple products at maintained prices, although the outgo is not excessively large. The supplies are ample for all needs.

Maple syrup—		
13½-lb. tins (each) (nominal)	....	....
10-lb. cans, 6 in case, per case	....	16 70
5 gal. (Imperial), crated	....	16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case	....	7 00
In cases of six, 5-lb. blocks, cs.	....	9 60
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	....	0 25
10-lb. pails	....	0 26
5-lb. pails	....	0 25
Buckwheat (60 lb. tins), lb.	....	0 19

Cereal List Held With Little Change

Montreal.

CEREALS.—The trade in rolled oats and cornmeal, and in various special flours sold at this season of the year, is reported good, much improved over the past few weeks. Prices on rolled oats are still ruling with an easy tendency and price-cutting is still reported. The price to the retail trade is ranging at around $4.75 per bag of 90 pounds.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	6 00	6 25
Barley, pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 35	5 50
Rolled oats, 90-lb. bags	4 75	5 00
Rolled wheat (100-lb. bbls.)	....	7 10

Package Oatmeal is Marked Up; Rice, Too

Montreal.

PACKAGE GOODS.—Prices are revised upward on one line of oatmeal and also on package rice of the puffed variety. Health bran is being quoted at $2 60 per case. All around the market movement is an active one, and the tone of the market is healthy.

PACKAGE GOODS		
Cocoanut, 2 oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3½s, case	3 50 3 65 3 75 3 90	4 25
Rolled oats, 20s		5 60
Do., 18s		2 00
Do., large, doz.		3 00
Oatmeal, fine cut, pkgs., case		6 75
Oat Flakes, 20s		5 40
Puffed rice		5 70
Puffed wheat		4 25
Farina, case		2 35
Health bran (20 pkgs.), case		2 60
Scotch Pearl Barley, case		2 35
Pancake Flour, case		3 60
Pancake Flour, self-raising, doz.		1 50
Buckwheat Flour, case		3 60
Wheat food, 18-1½s		3 25
Porridge wheat, 36s		6 45
Do., 20s		6 25
Self-raising Flour (3-lb. pack.) doz.		2 90
Do. (6-lb. pack.), doz.		5 70
Corn starch (prepared)		0 11¾
Potato flour		0 16½
Starch (laundry)		0 12
Flour, Tapioca	0 15	0 16

Wheat Flours Steady; Millers Quite Busy

Montreal.

FLOURS.—The millers are still working on the export business which they recently obtained, and with a fair amount of domestic trade offering they are kept quite busy. Supplies of wheat are now ample to meet the present needs of millers but they are hoping that export of wheat will be so guarded as to keep for them ample supplies to maintain their staffs on steady work during the coming season.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bbl., in (2) cotton bags, 98 lbs.		11 15
Small lots, per bbl. (2) jute bags, 98 lbs.		11 80
Winter wheat flour (bbl.)		10 75

Will Be Demand For Various Feeds

Montreal.

FEEDS.—The various millers will be accorded increasing feed business once the winter weather conditions prevail. To date, the conditions have been such that cattle could be put out on the fields during the day. With the arrival of snow there ought to be quite a stimulated demand. Bran and shorts are unchanged and barley chop is firmer at $68 to $75 per ton, according to the quality.

Shorts—		
Mixed cars		52 00
Bran—		
Mixed cars		45 00
Crushed oats	60 00	68 00
Barley chop	68 00	75 00
Special, middlings	61 00	62 00
Feed flour (98 lb. sack)		3 75
Gluten feed (22% Protein)		
F.O.B. Cardinal		62 00
F.O.B. Fort William		60 00

Bad Roads Make For Dollar Hay Increase

Montreal.

HAY AND GRAIN.—Prices have advanced one dollar a ton on various grades of hay. The road conditions are poor, and it is thus difficult to get supplies to market. Oats are higher and the tendency on grain markets is upward. No quotations are available on barley, the same being scarce and very high in price.

Hay—		
Good, No. 1, per 2,000-lb. ton		24 00
Do., No. 2		23 00
Do., No. 3		21 00
Straw		11 00
Oats—		
No. 2 C.W. (34 lbs.)		0 99
No. 3 C.W.		0 97
Extra feed		....
No. 1 feed		0 95
No. 2 feed		0 92½
Barley—		
No. 3 C. W.		....
No. 3		....
No. 4 C.W.		....

Potatoes Are Higher; Boston Lettuce $3.25

Montreal.

VEGETABLES.—The prices of best grade potatoes have advanced materially. This is due, in part, to the poor road conditions. New Brunswick are now selling at $2.35 per 90 lb. bag, and Quebec or Montreal at $2.25. Onions are very firm and high, red Canadian onions selling at $4.50 to $5 per bag of 75 pounds.

Beans, new string (imported) hamper		4 00
Beets, new, bag (Montreal)	0 90	1 00
Cucumbers (hothouse), doz.		2 00
Chickory, doz.		0 75
Cauliflower (Montreal), doz.	1 50	2 00
Cabbage (Montreal), doz.	0 50	0 75
Carrots, bag		1 00
Celery, doz.	0 50	1 00
Garlic, lb.		0 28
Horseradish, lb.		0 25
Lettuce, Boston (2 doz. crate), crate	3 00	3 25
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Marrows, Vegetable, doz.	1 00	1 50
Mushrooms, lb.		1 25
Do., basket (about 3 lbs.)		3 50
Onions, Yellow, 75-lb. sack		5 00
Do., red, 75 lbs.	4 50	5 00
Do., crate		2 75
Do., Spanish, case	6 75	7 50
Parsley (Canadian)		0 20
Peppers, green, doz.		0 10
Do., red, doz.		0 10
Parsnips, bag		1 25
Potatoes, Montreal (90-lb. bag)		2 25
Do., New Brunswick		2 35
Do., sweet, hamper		3 00
Radishes, doz.		0 25
Spinach, box	1 00	1 25
Squash, Huber., doz.	1 50	2 00
Turnips, Quebec, bag		1 50
Do., Montreal		1 25
Tomatoes (Montreal), baskets		1 25

Oranges Little Lower; Grapes; Apples Firm

Montreal.

FRUITS.—The market is a trifle easier on oranges, and supplies of these are coming to hand quite freely. Pomegranates are to hand and are selling at $3 per case of about 80. Florida oranges are quoted at $4 per case. Tokay grapes are up 25c per case to $3.50. The demand is active for most lines.

Apples—		
Baldwins	7 00	7 50
Ben Davis, No. 1	5 50	6 50
Do., No. 2		5 50
MacIntosh Red		9 00
Fameuse, No. 1	8 50	9 50
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	8 00	9 00
Wealthy	7 00	8 00
Winter Reds	6 50	7 00
Apples in boxes		3 50
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	11 00	12 00
Do., gal.		0 75
Grapes, Tokay (box), 30 lbs.		3 50
Grapes, basket		0 50
Grapes, Emperor, kegs		0 80
Grapefruit, Jamaican, 64, 80, 96		4 00
Do., Florida, 54, 64, 80, 96		4 50
Lemons, Messina		6 00
Pears, Cal.		6 50
Pomegranates (boxes of about 80), box		3 00
Keiffer Pears (box)		2 75
Pears, Cal.		5 00
Oranges, Cal., Valencias		6 25
Cal. Navels		7 00
Florida, case		4 00

ONTARIO MARKETS

TORONTO, Nov. 28—The feature of the markets this week is the advance of 75 cents per cwt. in St. Lawrence sugar, making the price to the trade, Toronto delivery, $12.21. Other refineries are unchanged, but the high prices that are being paid for raws renders it most probable that they too will have to advance their prices. A good deal of St. Lawrence sugar is sold in this market. Raisins are in small supply, and very strong in price. Teas and coffees are advancing.

Sharp Advance in St. Lawrence Sugar

Toronto.

SUGAR.—The feature of the sugar market this week is the sharp advance that has been announced in quotations on St. Lawrence sugar. The price is marked up 75 cents per cwt., making it on the basis of Toronto delivery, $12.21 per cwt. The high figures that are being paid for raws is the cause of the increase, and it is not unlikely that the other refineries will follow with the announcement of a similar advance. The market is very strong, and while there is no actual shortage as far as this market is concerned, supplies are by no means abundant, and distribution has to be made very carefully in order that none should go without.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	11 46
Acadia Sugar Refinery, extra granulated	11 46
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	11 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c. Yellows same as above.

Molasses Strong; Corn Syrups Steady

Toronto.

CORN SYRUPS, MOLASSES.—The market in molasses is very strong, although quotations on spot do not reflect the higher prices that are being asked at primary points. Advances, however, are not unlikely, and new buying is only possible at the increased figures. Corn syrups are also very strong but unchanged.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	$0 09½

Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Holding Firm

Toronto.

PACKAGE GOODS.—No changes are reported in the market for package goods this week, prices being steady and strong. Oats are high in price, and rolled oats in packages, while showing no advances, are held at strong figures at $5.60 for the round ones, and from $5.10 to $5.60 for the square ones. Other lines are as quoted below, with no changes.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb., cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters	....	0 13¼
Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 60
Barley, 24s	....	2 60
Wheat flakes, 24s	....	5 40
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30

Bulk Cereals Are Unchanged

Toronto.

CEREALS.—Cereals in bulk are very strong, but show no changes as compared with a week ago. There is a very active demand for cereals of all kinds. Pearl barley is quoted at $7.50 for 98s, and at $6 for pot barley in the same sizes. Fancy yellow cornmeal is selling at from $5 to $5.50, and rolled oats in 90s are from $4.90 to $5. Split peas are steady at the recent advance.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	7 50
Barley, pot, 98s	6 00
Barley Flour, 98s	4 50
Buckwheat Flour, 98s	....
Cornmeal, Golden, 98s	5 75
Do., fancy yellow, 98s	5 50
Hominy grits, 98s	6 00
Hominy, pearl, 98s	5 75
Oatmeal, 98s	5 80
Oat Flour	....
Rolled oats, 90s	5 00
Rolled Wheat, 100-lb. bbl.	7 00
Breakfast Food, No. 1	6 15
Do., No. 2	6 15
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08
Blue peas, lb.	0 11

Canned Goods Very Active

Toronto.

CANNED GOODS.—There is a very active demand for canned goods of all kinds. Canned fruits have been selling particularly well, and vegetables, too, have a brisk inquiry. Values are unchanged, and prices generally are strong with a tendency to higher levels. Some lines of canned goods are extremely scarce and practically cleaned up.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	....	2 00
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	8 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red Currants, 16 oz. doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15
Dromedary, 3 doz. in case	....	7 00

Seedless Raisins in Light Supply

Toronto.

DRIED FRUITS.—There is a marked scarcity of seedless raisins on the Toronto market. Some of the wholesale houses are cleaned right out of them, and it is very difficult getting shipments through from the coast. They are quoted at 22 cents, and the seedless raisins in the packages are the same price, but are also in very light supply. Candied peels are in great demand and are very strong in price. Lemon and orange peels are quoted at from 44 to 46 cents, and citron peel is almost unobtainable. There is scarcely any available on this market, and where it is procurable the price is very high, around 68 cents per pound. Grecian currants are selling freely at 21 cents per pound. Evaporated apples are quoted at from 22 to 23 cents per pound.

Evaporated apples	0 22	0 23
Do., choice, 25s	....	....
Do., standards, 25s	....	....
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	....
Currants—		
Grecian, per lb.	....	0 21
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 75
Dromedary, 3 doz. in case	....	7 00
Fard, lb.	0 28½	0 28¾
Figs—		
Taps, lb.	....	0 17
Malagas, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	....
40-50s, per lb.	....	....
50-60s, per lb.	....	....
60-70s, per lb.	....	0 26½
70-80s, per lb.	....	....
80-90s, per lb.	....	....
90-100s, per lb.	....	....
100-120s, per lb.	....	0 15½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 23
Seedless, 15-oz. packets	....	0 22
Seeded, 15-oz. packets	0 20	0 20½
Seedless, Thompson's, bulk	....	0 21
Crown Muscatels, 25s	....	0 19
Greek Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs.	....	8 50

Some Houses Advance Teas

Toronto.

TEAS.—The market for teas continues very strong, with some houses reporting advances in their teas on spot. One firm has cut out all their cheap teas and has advanced the standard blends from two to three cents per pound. The tendency to higher levels in the primary markets is beginning to be reflected here. The cheapest Java tea selling here is quoted at 45 cents, and the cheapest Ceylon tea 50 cents per pound. There is little Indian tea of this year's crop on the market. August and September pickings are not here yet. The cheapest Indian tea is 53 cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Spot Coffees Very Limited

Toronto.

COFFEES.—Coffees on spot are still very scarce, and prices are very strong. Primary quotations show considerable

strength, and until there is a better movement of supplies, prices are likely to remain high. Good coffees are in exceedingly light supply as far as this market is concerned. Chicory is quoted lower, most houses offering it at 25 cents per pound.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 50
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 54
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 54
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Strong Tendencies in Spice Quotations

Toronto.

SPICES.—The market for spices continues very strong, with all advices from primary markets predicting very strong quotations for practically all lines. Cloves are very high, but unchanged from last week. Cinnamon and ginger are also very high. Cream of tartar is unchanged but very firm, with supplies still very limited.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 50

Nuts in the Shell Quoted Higher

Toronto.

NUTS.—Shipments of nuts in the shell for the Christmas trade are beginning to arrive, and wholesalers are quoting them to the trade. Prices for the most part show advances. Tarragona almonds are selling at from 31 to 33 cents. California walnuts in 100 lb. sacks are fairly plentiful, and are offered at 40 cents per pound. Grenoble walnuts to arrive are quoted at 35 cents. Large Brazils, washed, are offered at from 31 to 32 cents per pound. Shelled nuts are very strong at from 65 to 67 cents for almonds, and at from 95 to 97 cents for walnuts.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags 100 lbs., lb.	....	0 40
Walnuts, Grenobles, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	....	0 25½
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 31	0 32
Shelled—		
Almonds, lb.	0 65	0 67
Filberts, lb.	0 50	0 55
Walnuts, Bordeau, lb.	0 95	0 97
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Rice Quotations Are Very Firm

Toronto.

RICES.—No change is reported in the market for rices. Prices are very firm at steady figures. There appears to be ample rice in the hands of the wholesalers for present demands, but there is very little coming forward. Indications point to strong prices prevailing in rices.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	0 14½	0 15

Beans Holding at Steady Levels

Toronto.

BEANS.—The market for beans is holding around steady levels, but the tendency is easier. Ontario white beans this week are quoted to the trade at $5. Hand-picked beans are $5.25 per bushel. The supply appears to be fairly heavy.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	5 00
Do., hand-picked, bus.	....	5 25
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Honey Quotations Show Advances

Toronto.

HONEY, MAPLE SYRUPS.—Prices of honey to the trade are higher, quotations being marked up 3 cents per pound. The five-pound tins are selling at 28c, and the 2½-pound tins at 29c. The 10-pound tins are 26 cents. Quotations on maple syrup are steady.

Honey, Clover—		
5-lb. tins	....	0 28
2½-lb. tins	....	0 29
10-lb. tins	....	0 26
60-lb. tins	....	0 26
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	17 00
Wine ½ gal. tins, 12 to case, case	....	16 00
Wine 1 gal. tins, 6 to case, case	....	15 00
Imp. 5 gal. cans, 1 to case, case	....	15 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Oranges Are Selling Freely

Toronto.

FRUITS.—There is a very active demand for fruits, particularly of oranges and grapes. Oranges show few changes, the smaller sizes selling at from $4.50 to $5.75 per case. Apples are in great demand. Ontario Kings selling at from $6 to $7.50 per barrel, and Ontario Spys from $6 to $6.50 per barrel. Blenheims are from $5.50 to $6.50. Jonathan apples are from $3.25 to $3.35 per box. California Emperor grapes are $4.50 in lugs, and $7.75 in kegs.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	6 25
150s and 126s	5 50	5 75
96s, 100s, 250s, 288s, 324s	4 50	5 75
Lemons, Cal., 300s, 360s	5 50	6 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Apples—		
Ontario Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	....	3 75
Jonathans, box	3 25	3 35
Kings, box	....	3 25
Snows, box	3 35	3 50
Spys, Ont., box	2 75	3 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	....	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00	4 25
Nova Scotia Kings, bbl.	....	5 75
Cal. Pears	....	5 75
Grapes, Cal., Emperor, lugs	....	4 50
Do., barrels	....	7 75
Do., Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, bbl.	....	14 00
Do., half bbl.	....	7 50
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Ont. Potatoes Selling at $2.40

Toronto.

VEGETABLES.—Ontario potatoes are quoted higher again this week at $2.40 per bag. There is a very active inquiry for potatoes, and this has resulted in higher prices. Cabbages are $2.50 per barrel, and carrots are from $1 to $1.25 per bag. California head lettuce, 8 doz. to the crate, is quoted at $6.50. Yellow Danvers onions are in good supply, and are quoted at $7 per sack. Spanish onions, large cases, are from $7 to $7.25.

Cabbage, bbl.	....	2 50
Carrots, per bag	1 00	1 25
Lettuce, Cal., head, crate 8 doz.	....	6 50
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	....	7 00
Do., 75 lbs.	....	4 50
Spanish Onions, large cases	7 00	7 25
Do., small crates	....	2 50
Do., Cal. Australian Browns, 100 lbs.	....	7 25
Onions, white, large sacks	....	6 50
Celery, 8 doz.	....	5 50
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	2 35	2 40
Ontario, No. 2s	....	2 25
Jersey Sweet Potatoes, hamper	....	2 75
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 00

Flour Situation is Unchanged

Toronto.

FLOUR.—No change is reported in the situation in flour. Prices to the trade are steady, but there is only a fair demand. Export continues on a fairly broad scale.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
Do., in jute bags	....	11 00

Heavy Demand For Millfeeds

Toronto.

MILLFEEDS.—No change is reported in the market for millfeeds. Prices are steady, and there is a good demand for all offered.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Nov. 28—Sugar has advanced on the Western market, that is St. Lawrence refinery. No changes are reported in other sugars, but prices are not likely to show easier tendencies for a long time. Another advance is looked for in teas.

Lower Sugar Prices Unlikely

Winnipeg.

SUGAR.—St. Lawrence sugar refinery has just announced another advance of 75 cents per hundred. The market is very firm. There is nothing whatever in the sugar situation that would lead one to look for any lower prices for some time to come.

Another Advance In Tea Looked For

Winnipeg.

TEAS.—The tea market is very firm with slight advances showing in many of the finer grades. A general advance is looked for in the very near future and retailers are advised again to lay in sufficient stocks to take care of their requirements for the next two or three months.

Confectionery Lines Are Reduced

Winnipeg.

CONFECTIONERY. — The sugar shortage is each week showing a greater reduction in confectionery lines. It is practically impossible to fill orders. Higher prices are looked for.

Raisins and Currants Slow Arrivals

Winnipeg.

DRIED FRUITS.—The fruit situation is very serious. It is impossible for brokers to get cars through. The dock difficulties in San Francisco and railroads' inability to get coal to run sufficient trains are all having serious effects on deliveries. Greece and Australian currants have arrived on this market this week for the first time this season. The prices have not been figured out yet but it is understood they will go to the trade at about 21 or 22 cents per pound. Evaporated apples are showing a firmer tendency. This is largely due to the early frosts, also a great number of cars have been frozen in transit to the West.

Raisins—		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb	....	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	....	1 05
Cal., seeded, pkgs. 11 oz.	....	0 14
Do., 11 oz., fancy	....	0 15
Do., 15 oz., choice	....	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 17
Prunes—		
90-100s	....	0 18½
80-90s	....	0 19
70-80s	0 20	0 21
60-70s	0 21	0 22
50-60s	0 22	0 23
40-50s	0 24	0 25
Dates—		
Royal Excelsior, 3 doz. cases, per pkg.	0 19½	0 20
Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box	....	3 00
Figs—		
Spanish cooking, recleaned, per lb.	0 18	0 19
Cal. White Roedings, per lb.	....	0 23
Black Figs in Cartons, 10 x 15 per carton	....	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	....	4 10
Do., 6-row, 10-lb. boxes	....	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....	3 60
Do., 5-row, 10-lb. boxes	....	3 40
Fancy, 8-oz. bricks, 24 to box	....	3 35
Apricots—		
5-lb. cartons	....	1 85
Evaporated apples, lb.	....	0 20

Rice Quotations Are Very Firm

Winnipeg.

RICES.—Both Oriental and American rices are very firm, especially Oriental. Shippers are inclined to hold up offers thinking they will get more money later on. For the future delivery, tapioca and sago show a slight decline in price of about 35 cents per hundred pounds.

No. 1 Japan, 100-lb. sacks	....	0 17¾
No. 2 Japan, 100-lb. sacks	....	0 13½
Siam, 50-lb. sacks	....	0 13
Patna, 100-lb. sacks	....	0 14½
Patna, 50-lb. sacks	....	0 14¾
Ground rice, 100-lb. sacks	....	0 11
Do., 50-lb. sacks	....	0 11⅛
TAPIOCA—		
Pearl, sack lots, lb.	....	0 15
Do., broken sacks, lb.	....	0 16

Cereals Are Steady and Strong

Winnipeg.

CEREALS.—The market for cereals is steady and strong. No changes are reported in quotations as compared with last week.

Cornmeal, yellow, ½ sacks, per sack	....	3 05
Do., ¼ sacks, per sack	....	1 55
Do., 10-lb. bags, 10 to bbl.	....	6 70
Stand. Oatmeal, coarse, 98-lb. sack	....	5 50
Do., 48-lb. sack	....	2 80
Do., 24-lb. sack	....	1 45
Granulated oatmeal prices the same as standard.		
Dried peas, whole, yellow, per lb.	....	0 04
Do., green	0 10½	0 11½
Split peas, 98-lb. sacks, per sack	....	7 75
Do., 49-lb. sacks, per sack	....	3 90
Do., broken quantities, per lb.	....	0 08½
Rolled oats, 80-lb. bags	....	4 20
Do., 40-lb. bags	....	2 15
Do., 20-lb. bags	....	1 10
Wheat granules, 98-lb. bags	....	6 00
Do., 49-lb. bags	....	3 05
Do., 24-lb. bags	....	1 55
Do., 6-lb. bags, 16 to bale, per bale	....	6 95
Barley		
Ont., pot, 98s	....	5 50
Do., 49s	....	2 80
Ont. Pearl, 98s	....	7 75
Do., 49s	....	4 00
Do., 24s	....	2 05

Onions Show Sharp Advances

Winnipeg.

VEGETABLES. — British Columbia onions have been advancing rapidly. They are now getting 5 to 5½ cents per pound for B. C. Yellow Danvers onions.

Potatoes, per bush.	....	1 10
Turnips, per cwt.	....	3 00
Carrots, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	2 00
Manitoba onions, per cwt.	....	4 00
B.C. Onions, per cwt.	5 50	6 00

Active Inquiry For Canned Fruits

Winnipeg.

CANNED FRUITS.—There is a very active demand for canned fruits and prices for the same are steady and strong. Some lines are in small supply.

		Per case
Blueberries, 2s	....	5 15
Do., gals.	....	5 10
Gooseberries, 2s, heavy syrup	6 00	6 25
Lawtonberies, 2s, heavy syrup	8 25	8 55
Peaches, 2s, heavy syrup	10 50	10 70
Plums, Green Gages, 2s, hy, syrup	4 75	4 95
Do., Lombard, 2s, heavy syrup	4 50	4 60
Raspberries, 2s, heavy syrup	....	9 50
Strawberries, 2s, heavy syrup	....	10 50
Cal. Peaches, 1s, heavy syrup, 4 doz.	....	13 80
Do., 2½s, heavy syrup, 2 doz.	....	1 50

Apples Are Advancing

Winnipeg.

FRUITS.—Apples are quoted higher on the Winnipeg market. McIntosh reds are selling at from $3.25 to $3.50 per box, and No. 2s from $3 to $3.25.

McIntosh Reds, box	3 25	3 50
Do., No. 2, box	3 00	3 25

B.C. winter apples, assorted varieties, are quoted at from $3.15 to $3.25 per box.

Beans on Spot Continue Weak

Winnipeg.

BEANS.—The bean market for spot stocks continues weak. New crop for future delivery is being held for higher prices, and it is felt that present values are about as good as any we will see this season.

Steady Advance in Broom Corn

Winnipeg.

BROOM CORN.—Broom corn is showing a steady advance. The market has been very unsettled for some time and broom manufacturers are looking for much higher prices. Both handles and other findings are also advancing, which looks like still dearer brooms before the first of the new year.

Flour Active; Millfeeds Steady

Winnipeg.

FLOUR AND FEEDS.—There is an active demand for flour, and the Government standards, 98 lb. sacks, are selling to the trade at $5.35. Millfeeds and hay remain unchanged.

Flour		
Government standard, 98-lb. sacks	....	5 35
Do., No. 2, 49-lb. sacks	....	5 45
Do., No. 2, 24-lb. sacks	....	5 55
Mill Feeds		
Bran, per ton	....	40 00
Shorts, per ton	....	50 00
Hay—		
No. 1 Timothy	....	30 00
No. 2 Timothy	....	28 00
No. 1 Red Tip	....	24 00
No. 2 Red Tip	....	22 00
No. 1 Upland	....	22 00
No. 2 Upland	....	20 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 26.—Business is reported very good on this market, and it is expected that the year will show quite an improvement over former years. Local dealers are expecting further advances in sugar. There are comparatively few changes recorded on the market this week, however. Molasses has advanced to $1.10 to $1.15. Eggs are still climbing and are selling at 75 cents a dozen for fresh, and 65c for case. Pure lard is quoted at 31 to 31½c, and compound, 29½ to 30c. Potatoes are higher and are now selling $3.75 per bag. Grapefruit is easier, being $4.00 to $5.00. Malaga grapes, in kegs, are selling $11.00 to $13.00.

Flour No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	12 50	13 00
Molasses	1 10	1 15
Sugar—		
Standard, granulated	....	11 35
No. 1, yellow	....	10 85
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 75
Eggs, case	....	0 65
Breakfast bacon	0 38	0 42
Butter, creamery, per lb.	....	0 62
Butter, dairy, per lb.	....	0 58
Butter, tub	....	0 55
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 29½	0 30
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2's, standard, case	7 25	7 35
Corn, 2s, standard, case	....	3 75
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 75
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	7 50	8 00
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	4 00	5 00
Apples, N.S.	2 50	6 00
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 26.—Cheese shows some tendency to increase in price, being quoted 31 to 32 cents. Eggs are scarce and storage are selling at $18.50 per case. Lard is also scarce, and is generally quoted at $20.40, though some few odd cases have sold as low as $18.50. Pure Western jams, fours, have advanced fifty cents a case, while blended jams have advanced 75 cents. A car of prunes arrived during the week with a good assortment of sizes, the ruling prices for which are listed below.

New arrivals of currants are also reported and are selling briskly at figures shown below. Sliced pineapple, 2s, are quoted at $6.20, and 2½s at $7.90. Standard peas, 2s, are selling at $4.75.

Flour, 96s, per bbl.	....	10 70
Beans, Limas	0 12	0 15
Beans, B.C.	7 50	9 00
Rolled oats, 80s	....	4 15
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Honey, 5s, doz	....	18 00
Cheese, No. 1, Ontario, large	0 31	0 33
Butter, creamery, lb.	0 62	0 64
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s, per case	....	20 40
Eggs, new-laid, local	....	....
Do., No. 1 storage	....	18 50
Tomatoes, 2½s, standard, case	4 00	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	....	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Apricots, evaporated, 25s	....	0 40
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17
Do., 50-60s	....	0 20
Do., 30-40s	....	0 26
Do., 20-30s	....	0 31
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	60 00
Oranges	....	6 35
Lemons	....	8 50
Grapefruit	....	7 00
Dates—		
Dromedary, case	....	7 60
Excelsiors, lb.	....	0 16
Hallowee, lb.	0 21	0 23
Pears, evaporated, lb.	....	0 33½
Pineapples, 2s	....	6 20
Do., 2½s	....	7 90
Mincemeat, standard, bulk	0 15	0 20

EVERY GROCER A TRUSTEE

(Continued from page 58)

to some question I asked. I forget the question, but I have never forgotten the answer. "Our rules"—yet he was the sole owner of the store! What did it mean? It meant that he had character in himself, based on principles, and he made rules and respected them.

That is the only way you can succeed in handling credits. You can only do that if you have the ability to say "no" and mean no. You cannot do it if you fear the wrath of a customer who is cut off more than you fear your employer. In my own home town I have a number of enemies. They are among two classes of people. They are people to whom I have refused to extend credit—not by any means always meeting with their approval in so doing—or those whose accounts I have closed up. But I never had to worry about my accounts, and today I would not have any business for mine other than a high-grade credit-service business.

Be Master Yourself

It simmers down to this:

You can run a credit business if you run it. You cannot run it if you let your customers run you. Your word and decision must be clear and final. But you cannot hope to be right unless you first lay down your rules and then live up to them.

There will come times when you will have disagreements and when you will be sure that you are right. In such cases do this: Give yourself the benefit of the doubt. If you are not sure, take the safe course for your own business. Never mind that the customer is sore. The man you always can afford to let go is he who takes offence because you are "over-particular" about your credits.

NECESSITY OF GRADING BUTTER

Continued from page 61

large Toronto abattoirs, were heartily in accord with the suggestion, but were in doubt as to the working out of it. It was pointed out by one member that, unless every storage man adopted the principle and bought butter only on the graded basis, the trade would eventually go back to where it was. It was finally decided to appoint a committee to draw up an agreement to be submitted to the various packers and storage houses, and this agreement will be submitted to the members at a later meeting.

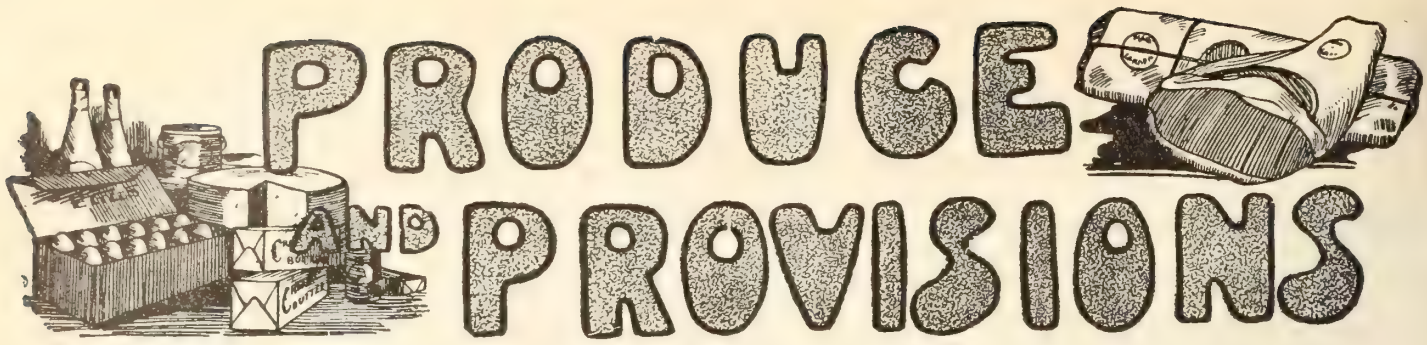
I. W. Steinoff was made chairman of the committee.

THE ESSENTIALS OF TRADE

There are about five essentials to profitable trading: 1st—Something good to sell. 2nd—A good place to sell it in. 3rd—Good men to sell it. 4th—Good pricing and selling capacity. 5th—Something good (and true) to tell the people about the article itself. Five "goods."—Always endeavor that none of these shall be missing from your trading conditions.

SELLING SPECIALS IN LARGE QUANTITIES

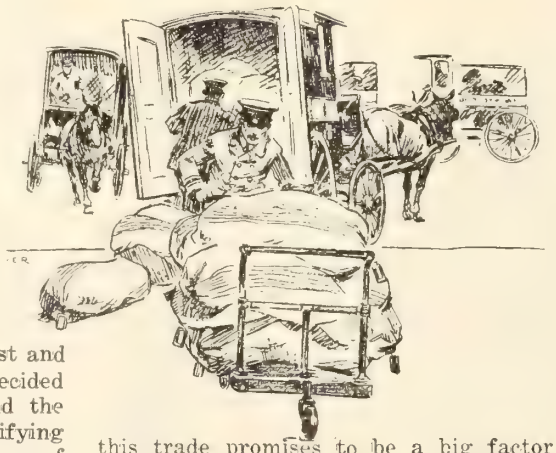
The P. & B. Cash Stores, Ltd., operating a chain of stores in Winnipeg recently sold four thousand pounds of lamb livers in a two days' sale. This may seem a large quantity when divided over their sixteen stores, but it must be stated that the P. & B. are strictly grocers and fruit dealers, and do not handle anything in the fresh meat line.



Mail Order Trade in Meat and Produce

Arnold Bros., in Addition to Conducting Two Large City Meat Markets on Queen St. E., Toronto, Are Also Developing a Mail Order Retail Trade With Outside Points—Advertising and Special Offers Boost Business

INCREASING sales by way of mail orders has been attended by a good deal of success by Arnold Bros., who conduct two meat markets in the city of Toronto. These are situated on Queen Street East, but at quite a distance from each other. The one at Sherbourne Street being more centrally located, is in a position to handle the downtown public, while the other at Logan Ave. covers a wide section of city in east and north. Last spring Arnold Bros. decided to go after out-of-town trade, and the results to date have been so gratifying that each week this fall the number of customers from outside sources shows steady increases. In the summer months this business was not so brisk for the reason that difficulties of shipping, because of the hot weather, operated against it. However, with the advent of cooler weather, the order began to grow, and with a continuous expansion, this trade promises to be a big factor in the months from the end of September until March. Each week sees new places sending in orders, and the out-of-town public seems to be taking hold to a far greater extent than Harry Arnold, the manager, had anticipated.



Advertising Builds Business

This firm is building this business through advertising. One insertion each Thursday in one of the Toronto dailies, is the only advertising done, and this medium is used because they believe it goes to a larger number of people in the country. He advertises week-end specials, and it is principally these that attract his out-of-town customers. At the beginning, by way of getting this mail-order business under way, he offered to pay the express on all purchases of ten pounds and over, but with increasing express charges it was found that this was not profitable, and it was decided to discontinue this concession. Adopting this course has had little or no effect on trade, and the people outside the city are buying just as freely. Orders usually begin to arrive on Friday from the nearby places, and on Saturday from those farther removed. They usually follow the lines advertised, and the amounts vary from $5 to $15, sometimes more, but scarcely ever less. A good deal of business is being done with small places in easy distance of the city, but recently orders were received

Modern equipment abounds in the meat markets of Arnold Bros., Toronto. The above shows the interior of the store on Queen East, at Logan Ave. Refrigerator counters make for attractive displays.

from North Bay and Fort William. Sales of butter and eggs, Mr. Arnold states, are very often included in these orders. Special prices are bringing this business, he believes, and it is an indication of what advertising and special offers will do in developing trade.

"Stop and Shop" Slogan

Both Arnold stores represent modern meat markets. With all equipment of the newest design, such as refrigerator counters and silent salesmen, the service these stores can render is unexcelled. There is no delivery in the Arnold system. "Stop and Shop" is the slogan, and the idea has taken well with the public. Business is conducted on a strictly cash basis, and the fact that there is no expensive delivery to maintain, Arnold Bros. are able to offer goods a little lower than they otherwise could. In these days of the high cost of living this has been a feature in trade expansion, and has proved a real boon in the way of developing sales, Mr. Arnold told CANADIAN GROCER.

Brother Has Grocery

Next door to the meat market at Logan Avenue, George Arnold, another brother, conducts a grocery store. While the two stores are run absolutely independent of each other, and are in no way connected, the fact that they are side by side has meant considerable in bringing trade to both. People go from one to the other in purchasing their groceries and meats, and were it not that they are so situated, such might not be the case.

Retailers Allowed 20 Per Cent. on Bacon

Maximum Gross Profit Set on Bacon and Boned Ham—Two Cents Pound Allowed for Slicing—Forecast Action in Regard to Other Pork Products January 1

BY an order of the Board of Commerce of November 24, retailers of bacon and boned ham are not permitted to make a gross profit of more than 20 per cent. on these products, though an additional charge of 2 cents per pound is permitted where the bacon is sliced. This order becomes operative at once, and applies to all retail sellers of these products in Canada. The retailer is further given till December 24 to show reason why a similar order should not be imposed on the sale of other pork products limiting the profit in the case of these other products to 25 per cent. This new price becomes effective January 1. The order, which replaces orders of previous dates, reads as follows:

Present Wholesale Rate Held Fair Price

"(1) That the prices of pork and pork products now being charged by the operators of packing houses for pork and pork products be and are respectively declared to be fair prices, and that any higher prices therefore be deemed unfair prices, except in such cases as, upon prior application to the board, may be otherwise determined.

"(2) That the margin or gross profit to the retailer on the pork products known as bacon and boned ham either cooked or smoked, shall not exceed twenty per cent. of the sale price thereof, and that sales thereof at higher prices be deemed to bear an unfair profit. Provided, however, that when either of said pork products are sold sliced, an additional charge of two cents per pound may be made for such slicing.

"(3) That unless on or before the first day of January, 1920 this board, by reason of representations made by any concerned shall otherwise determine, the margin or gross profit of the retailer on all other pork products than those mentioned in the immediately preceding paragraph shall not exceed 25 per cent. of the sale price thereof, and that sales at higher prices shall be deemed to bear an unfair profit. All concerned, whether producers, distributors, or consumers, shall have liberty to communicate to the board not later than the 24th day of December, 1919, with reasons, their objections to the bringing into effect of this paragraph of the order.

"(4) That this order have effect until the further order of the board."

To Follow Fluctuations of Live Hogs

It is pointed out that the previous orders related the prices of pork and pork products to those prevailing as of March 10, 1919. After these orders were made the packers reduced their prices to conform with the orders. The present reduced prices are now made the basis instead of those prevailing as of March 10. At the same time to provide for changes in the cost of live hogs, the new order is made of an elastic character. As prices of the live hog drop the prices of the finished product should drop with them, or after the elapse of the necessary period consumed in the process of manufacture. Should the price of the live hog increase the board would confirm reasonable increases in the price of the finished product.

MONTREAL COURT GIVES RULING ON MEAT SELLING CASE

The city of Montreal was engaged in an action against Patrick J. Brennan, for having kept a store for the wholesaling of meat at 113 Youville Square. In this case, Mr. Brennan had been required to pay over to the city the sum of $100.00 as a license fee. Later, he entered a plea of not guilty, and this was the cause of the present court action.

Counsel for the defense moved for non-suit, and urged that the evidence was not sufficient to establish that defendant had carried on a wholesale trade, as he might victual ships in any quantity required; that victualling ships was to be viewed as equivalent to supplying hotels; that the term "wholesale" implied primarily selling to "retailers," and not to the public generally.

In giving judgment, Recorder Semple stated that the evidence of the inspectors was not sufficient in premises. The keeping of meat in refrigerators is a common practice with retail meat dealers. The fact that no retailing of meat was observed by the inspector, is not, in the circumstances of the case, evident to the point that no retailing is done. Victualling ships does not, of itself, necessarily deny any idea of retailing. It is to be considered—and there is no proof to the contrary—as equivalent to supplying hotels, admittedly a very considerable part of the business of a large number of retail meat dealers. But these observations in no wise lessen the fact that the principal reason for the motion of non-suit rests in the meaning of "wholesale" as distinguished from "retail." The by-law itself has drawn this distinction, and the observations of Counsel for the defence are accurate and impelling. Motion for non-suit was granted, and a complete dismissal with costs.

NORWEGIAN TRADE SECURED BY CANADA

A large cargo of flour, provisions, apples, canned goods, tea, automobiles and other sundries left the port of Montreal last week on the S.S. Gramnensfjord. This is but one of a number of large orders which, it is expected, will go to the North Europe markets.

The trade possibilities between Canada and Scandinavian countries are quite promising, according to Gustave Henricksen, managing director, and Mr. Cath Deng, chairman of the Board of the Norwegian-American Service on Steamships, and who were in Montreal last week. The above shipment of various food products is but the beginning of others to follow, the boat in question being due to call at St. John in January and another sister ship to call for a cargo at that port in February.

R. H. White, grocer, Toronto, has sold out.

Harry Nugent has purchased the grocery and confectionery business formerly conducted by E. Moynes, Frankford.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 25—Live and dressed hogs are somewhat easier this week and the movement has been steady. Steers and cows, as well as sheep and lambs, are holding without change. Bacon, for some grades, is ruling easier while barrelled pork is marked up, Canadian short cut and clear fat backs being marked higher. Pure pork sausage is one cent less. Jellied ox tongue is down to 55c per lb. Shortening and lard are held unchanged, but butter is marked up two cents over the prices obtaining last week. Owing to the difficulties of exporting under present exchange rates, the cheese market is ruling with an easier undertone. There has been a fair demand for margarine and the basis remains unchanged. New-laid eggs are very firm and will soon be selling at $1 per dozen wholesale, if the present demand continues. Select storage stock is in demand from European export sources. Live and dressed poultry buying prices are marked higher. The fish trade is active, with cod and haddock still moderate in price.

Easier Hog Prices; the Quality Fair

Montreal.

FRESH MEATS.—The hog market is easier, with choice liveweights quoted at $16.50, and some lots are understood to have passed hands at $16. The undertone on dressed, selects, is quoted at $24 to $24.50, while country dressed are selling at $22 to $23 per cwt. There has been no change in the quotable basis for cows or steers, and sheep and lambs are steady, and practically without change.

FRESH MEATS—		
Hogs, live	....	16 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	24 00	24 50
Country dressed	22 00	23 00
Fresh Pork—		
Leg of Pork (foot on)	....	0 31½
Loins (trimmed)	....	0 36
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	....	0 25
Untrimmed	....	0 23
Pork sausage (pure)	....	0 24
Farmer sausages	....	0 18

Fresh Beef— (Cows)		(Steers)
$0 18	$0 20 ..Hind quarters..	$0 23 $0 25
0 11	0 13 ..Front quarters..	0 14 0 15
...	0 27 ..... Loins	.... 0 34
....	0 22 ..... Ribs	.... 0 25
....	0 11 .... Chucks	.... 0 14
..	0 17 ..... Hips	.... 0 18

Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	...	0 23
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	...	0 18

Bacon Shade Easier; Barrel Pork Higher

Montreal.

CURED MEATS.—A slight easing of prices for bacon is noticeable, although this might be taken as a slight readjustment. There is a good consumer demand for this. Barrelled pork has firmed again and Canadian short cut is up one dollar. Clear fat backs are quoted this week at $61.50.

Hams—		
Medium, smoked, per lb (Weights), 12-14 lbs	...	0 36
14-20 lbs.	....	0 35
20-25 lbs.	....	0 33½
25-35 lbs.	....	0 30½
Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 35	0 39
Windsor	....	0 50
Cottage rolls	....	0 32½
Picnic hams	....	0 27
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	....	55 00
Clear fat backs (bbl.), 40-50 pieces	....	61 50
Heavy mess pork (bbl.)	....	42 00
Plate Beef	....	32 00
Mess Beef	....	29 00
Bean Pork	....	48 00

Sausage One Cent Less; Jellied Ox Tongue 55c

Montreal.

COOKED MEATS.—A decline of one cent per pound has been effected for pure pork sausage. Jellied ox tongue is also lower, and 55c per pound is quoted on this. Cooked hams are in seasonable demand at 46c to 49c.

Head Cheese	0 14	0 15
Choice jellied ox tongue	....	0 55
Jellied pork tongues	....	0 40
Jellied Pressed Beef, lb.	....	0 32
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked	0 46	0 49
Shoulders, roast	....	....
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	....
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 23
Bologna, lb.	....	0 13

Butter Up Again, Reaches Record Basis

Montreal.

BUTTER.—Record prices have been reached for the best creamery butter, and a 2c advance is made over the quotations prevailing last week. The demands on stocks are heavy, and under decreasing receipts and a continued consumer demand, there is but one probable trend to prices—those of an advancing nature. The market is firm at the advance. Dairy butter is also up to a like extent.

BUTTER—		
Creamery, prints, fresh made	....	0 68
Creamery, solids, fresh made	....	0 67
Dairy, in tubs, choice	....	0 56
Dairy prints	....	0 56
Bakers'	0 49	0 51

Shortening is Held on Unchanged Basis

Montreal.

SHORTENING. — The market is steady without change. Supplies are quite sufficient to meet the trade requirements, and the domestic outturn is reasonably large from week to week.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29¼
Bricks, 1 lb., per lb.	0 30	0 30½

Lard is a Seller and Basis Unchanged

Montreal.

LARD.—There continues to be a brisk and heavy movement of lard, and no change of price has been recorded. It is not yet determined whether the slight easing of the hog market will reflect itself in reduced lard prices; perhaps not until hog markets decline to a greater extent.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 30	0 31
Bricks, 1 lb., per lb.	0 32	0 33

Cheese Tends Downward; Unfavorable Export

Montreal.

CHEESE.—Because of the difficulty of adjusting arrangements relative to foreign exchange, the cheese situation has been more or less upset, and tendencies are decidedly downward. It is a question when these difficulties will be adjusted, and in the meantime prices paid in the country are much lower—in some cases 3c under the market of a week ago. The domestic trade continues fairly good, and the quotable basis, while showing weakness, is unchanged.

CHEESE—		
New, large, per lb.	....	0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	....	0 36

No Market Change Made on Margarine

Montreal.

MARGARINE.—The sales of margarine are seasonable here, but there is no basic change. The outlook is favorable to a greater use of the product as the cold weather approaches.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb.	0 31	0 34

New-Laid Eggs Are Nearing Dollar Mark

Montreal.

EGGS.—While a nominal range of prices, of 90c to 95c per dozen is ob-

taining in this market for new-laid eggs, even higher prices, it is stated, are paid. The difficulties of securing requisite supplies to meet the demand of consumers, are greater from day to day. Inquiries have been received the past week or two from overseas sources for select storage stock. Some reports indicate that there is little surplus stock available for such trade, desirable as it would be to supply it.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 65
New laids	0 90	0 95

Live and Dressed Poultry Some Higher

Montreal.

POULTRY.—Prices for poultry to the buyer are somewhat firmer. This applies to both live and dressed, and there is an active market here, the consumer trade calling for regular supplies in a large way. As the weather conditions are still favorable, live birds are still arriving in considerable quantities.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 43	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Do. (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Do. (small)	....	0 30

(Buying Prices)	Live	Dressed
Chickens, light weights	0 22	0 27
Do., heavy weights	0 23	0 28
Ducks, young	0 22	0 30
Do., old	0 13	0 18
Geese—		
Young	0 22	0 26
Old	0 16	0 21
Fowls	0 18	0 23
Roosters	0 16	0 20
Turkeys	0 32-0 33	0 37-0 40

Haddock and Cod Are Plentiful; Active Trade

Montreal.

FISH.—All kinds of fish are moving well, particularly such lines of lake fish as are available, although these are decreasing in variety. Smoked fish are also popular and are selling well. Fresh haddock and cod are still coming to hand well. The oyster movement is quite active, and supplies are regularly arriving and going into consumer channels readily.

FRESH FISH		
Haddies	0 12	0 13
Fillet Haddies	....	0 18
Haddock	0 07½	0 08
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	....	0 17
Flounders	0 08	0 10
Prawns	....	0 45
Live lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 30
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 16

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western, medium	0 21	0 22
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 13	0 14
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 12	0 13
Market Cod	0 06½	0 07
Whitefish small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 09½	0 10
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	5 00
Alewires	0 05½	0 06

SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	....	21 00
No. 1, medium, bbl., 200 lbs.	....	20 00
No. 2, 200-lb. barrel	....	18 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb.	....	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	16 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	15 00
Boneless cod (2-lb.)	....	0 23

PICKLED FISH		
Herrings, Scotch cured, half bbl.	....	12 00
Do., Scotia, barrel	....	12 00
Do., half barrel	....	6 50
Mackerel, barrel	....	25 00
Salmon, B.C., 200 lbs.	....	25 00
Labrador Salmon, barrels	....	26 00
Sea Trout, 200-lb. barrels	....	25 00
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.	....	0 12
Eels, lb.	0 16	0 17

SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	0 17	0 18
Bloaters, box	....	2 50
Kippers	2 20	2 40
Digby Chicks, in bundles, per box	....	0 24
Boneless Smoked Herring, 10-lb. box, lb.	....	0 20

OYSTERS		
Cape Cod, per barrel	13 00	15 00
Batouche, per barrel	....	14 00
Malpeques shell oysters, choice, bbl.	....	18 00
Do., XXX, bbl.	....	16 00
Scallops, gallon	....	4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 50
Can No. 5 (Solids)	....	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00

SUNDRIES	
Paper Oyster Pails, ⅛ per 100	1 75
Crushed Oyster Shells, 100-lbs.	1 50
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, Nov. 28—Steady prices on fresh and smoked meats, but advancing quotations on butter, cheese and eggs, mark the situation in produce lines this week. Butter is from one to two cents per pound higher, and fresh eggs are also up five cents per dozen. Margarine is selling a little more freely.

Hog Quotations Again Decline

Toronto.

FRESH MEATS.—The market for fresh meats is for the most part unchanged from a week ago. Prices are holding steady at the easier levels that have been prevailing for the past few weeks. Hogs are again lower, on the fed and watered plan, being quoted at $16.75 per cwt. Fresh cuts of pork are steady, legs of pork up to 18 pounds being offered at from 28 to 30 cents per pound. Loins of pork are 36 cents per pound. Tenderloins are 45 and 46 cents per pound. Fresh beef is in heavy demand at unchanged figures, as are also veal and lamb.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	..	28 00
Live off cars, per cwt.	....	17 00
Live, fed and watered, per cwt.	....	16 75
Live f.o.b., per cwt.	....	15 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	....	0 36
Tenderloins, lb.	0 45	0 46
Spare ribs, lb.	0 16	0 20
Picnics, lb.	....	0 23
Picnics, lb.	....	0 23
New York shoulders, lb.	0 32	0 34
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 15	0 23
Front quarters, lb.	0 10	0 15
Ribs, lb.	0 10	0 25
Chucks, lb.	0 08	0 13
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 15	0 18
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 20	0 25
Lambs, whole, yearling, lb.	....	0 15
Spring lamb, lb.	0 18	0 21
Sheep, whole, lb.	0 10	0 13
Above prices subject to daily fluctuations of the market		

Smoked Meats Are Unchanged

Toronto.

PROVISIONS.—There is a very heavy demand for hams, bacon and smoked meats generally. Prices are steady at the levels inaugurated by the Board of Commerce a few weeks ago.

Hams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork		
Mess pork, 20 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.		
Heavy	....	50 00
Lightweight	....	60 50
Above prices subject to daily fluctuations of the market.		

Cooked Meats Have Active Inquiry

Toronto.

COOKED MEATS. — Cooked meats are selling well, and are in big demand. Boiled hams are steady at from 49 to 53 cents per pound, and roast hams without dressing are from 52 to 54 cents per pound. Head cheese is quoted at from 12 to 14 cents per pound.

Boiled hams, lb.	0 49	0 53
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	....	0 41
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb	....	0 55
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Creamery Butter Again Higher

Toronto.

BUTTER.—There is a very active demand for creamery butter, and prices have risen accordingly. Fresh made creamery prints are quoted at from 65 to 67 cents per pound. Fresh dairy prints are from 57 to 58 cents per pound.

BUTTER—		
Creamery prints (fresh made)	0 65	0 67
Dairy prints, fresh, lb.	0 57	0 58
Dairy prints, No. 1, lb.	....	0 55

Prices of Cheese Very Strong

Toronto.

CHEESE.—Prices of cheese are very firm at unchanged levels. Large cheese are selling to the trade at from 32 to 32½ cents, and Stiltons are 35 cents.

CHEESE—		
Large	0 32	0 32½
Stilton	....	0 35

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

New-Laid Eggs Are Up Five Cents

Toronto.

EGGS.—Receipts of new-laid eggs are very small, and prices are constantly advancing, dealers quoting them this week at from 85 to 90 cents per dozen. Number one storage eggs are from 60 to 61 cents.

EGGS—		
No. 1 storage, doz.	0 60	0 61
Selects	0 62	0 63
Special new-laids, in cartons, dz.	0 85	0 90

Prices shown are subject to daily fluctuations of the market.

Better Inquiry For Margarine

Toronto.

MARGARINE.—With quotations on dairy and creamery butter advancing, there is a better demand for margarine. Number one prints are selling at from 36 to 37 cents per pound.

MARGARINE—		
1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Nut Margarine	....	0 33

Lard Quotations Holding Steady

Toronto.

LARD.—No change is reported in lard quotations. It is selling to the trade, on the tierce basis, at from 29 to 29½ cents per pound.

LARD—		
Tierces, 400 lbs.	0 29	0 29½

In 60-lb tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Selling Well

Toronto.

SHORTENING—Shortening shows no change as compared with a week ago. It is quoted at from 27 to 28 cents per pound.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Oysters Have Big Inquiry

Toronto.

FISH.—There is a very active demand for oysters, and prices are strong at unchanged figures. Halibut is also selling very freely, prices ranging all the way from 19 to 22 cents per pound, according to quality. Dressed herring is a little higher at 10 cents per pound, and trout is easier. Whitefish is also a big seller these days.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 10
Halibut, chicken	....	....
Do., medium	....	....
Flounders, lb.	0 07	0 10
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Halibut, chicken	0 21	0 22
Do., medium	0 20	0 21
Do., jumbo	0 19	0 20
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	....	0 10
Trout, lb.	....	0 11
Whitefish, lb.	0 14	0 16
Do., dressed	....	0 14
Pickerel, dressed	....	0 14
Mullets, lb.	....	0 05
Fresh pickerel	....	0 20
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	0 15	0 20

Poultry Receipts Are Increasing

Toronto.

POULTRY.—Receipts of poultry arriving on the Toronto market are very heavy. Turkeys are being shipped in large quantities, and indications point to a steady supply. Dealers are paying 30 cents a pound for them alive, and 38 cents per pound for them dressed. They are selling to the trade at 45 cents per pound, and spring chickens are quoted at from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 30	- 0 38
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	- 0 18	0 23- 0 28
Ducklings, 3½ lbs. up	- 0 20	- 0 27
Geese	- 0 17	- 0 22
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live..	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20 0 23
Chickens, spring	0 28 0 32
Ducklings	0 32
Geese	0 30
Turkeys	0 45

WINNIPEG MARKETS

WINNIPEG, Nov. 28—Butter, cheese and eggs are all higher on the Winnipeg market. Pork products are for the most part steady and lard is quoted easier.

Live Hogs Steady; Provisions Unchanged

Winnipeg.

PROVISIONS.—Quotations on provisions are unchanged, and are ruling at the easier levels, in compliance with the Board of Commerce regulation. Heavy supplies are arriving on the live stock market, but values of live hogs are holding steady, in spite of increasing receipts.

Bellies, 6 to 10 lbs. aver.	....	0 43½
Do., heavy	0 41½	0 42½
Hams, light	0 36	0 36½
Do., heavy	0 29½	0 31½
Cottage Rolls, boneless, per lb.	....	0 33½
Shoulders, light, per lb.	0 28	0 29
Picnics, per lb.	0 22½	0 25½

Butter Prices Are Advancing

Winnipeg.

BUTTER.—The butter market is very strong and advances have taken place.

Finest Creamery	0 66	0 67
Do., solids	0 64	0 66
Choice 1-lb. prints	....	0 65
Do., solids	....	0 64
Dairy, 1-lb. prints	....	0 59
Do., medium 1-lb. prints	....	0 53
Do., tubs	....	0 50
Margarine, 1-lb. prints	0 36	0 36½

Sharp Advances in Egg Prices

Winnipeg.

EGGS.—Sharp advances have taken place in eggs. Carton eggs are now selling to the trade at 66 cents per dozen.

Cartons	....	0 66
No. 1 candled	....	0 58
Loose	....	0 56

Cheese is a Cent Pound Higher

Winnipeg.

CHEESE.—Cheese has advanced one cent per pound this week. Ontario large cheese is now selling at 32 cents.

Ontario, large, per lb.	....	0 32
Do., twins, per lb.	....	0 32½
Do., triplets, per lb.	....	0 33
Manitoba large, per lb.	....	0 31
Do., twins, per lb.	....	0 32

Lard Selling at Easier Levels

Winnipeg.

LARD.—Lard is easier, showing a slight decline of about one cent per pound.

Lard, pure, 1-lb. brick, per lb.	....	0 36
Do., 3-lb. tins	....	0 34
Do., 10-lb. tins	....	0 33½
Do., 20-lb. pails	....	0 35½
Do., tierces	....	0 33
Shortening, 1-lb. bricks	....	0 30½
Do., 20-lb. pails	....	0 30
Do., tierces	....	0 27½

No Change in Fish Quotations

Winnipeg.

FISH.—There is little change in the fish market as compared with last week. Western bloaters have advanced thirty cents per box. All fish lines are in active demand. Supplies are plentiful.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL

Brunswick Brand Sea Foods

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All Canadian Products

Brunswick Brand Sea Foods

Are Packed In Canada for Canadians

What We Have We Hold

Patronize Home Industry

Mr. Grocer, are you aware of the fact that every tin of

Brunswick Sea Foods

you sell helps to keep Canadian factories busy?

Every Dollar Spent

for Canadian products means keeping the wheels of industry busy and employment for our people while the money keeps circulating in Canada.

Sell Brunswick Brand Sea Foods

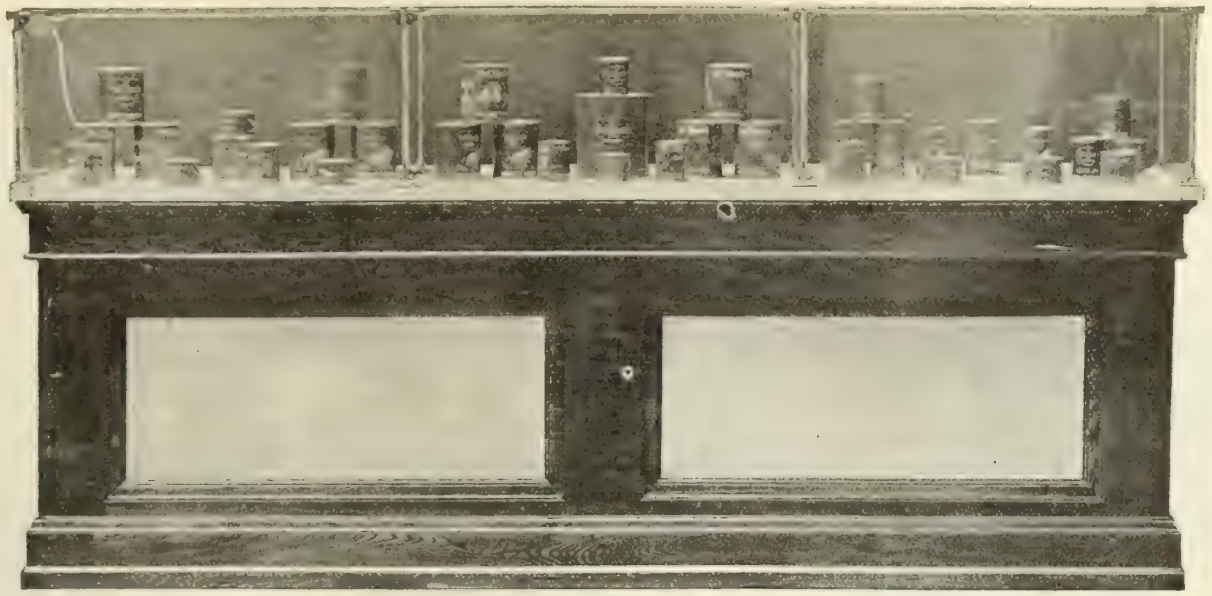
They are the climax of perfection in the canned fish business.

Canadians from Coast to Coast are Buying Brunswick Brand

ARE YOU SELLING THEM?

Connors Bros., Ltd.

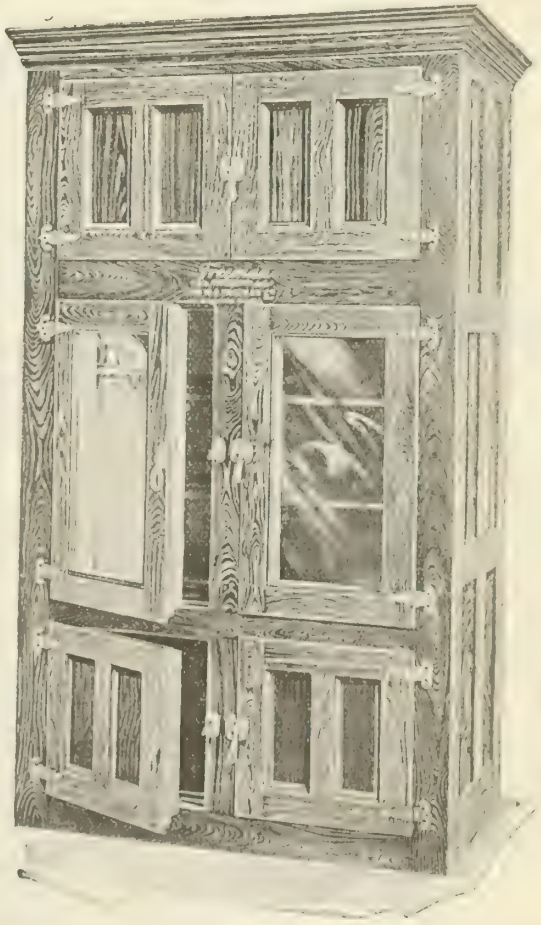
Black's Harbor, N.B.



THESE BRING BIGGER PROFITS

You get the utmost out of your displays when you use Freeman's Display Counters. They are designed to attract and hold attention. And they are doing it every day.

Meats, Pastries, Candies and Fruits will sell themselves and save the time of your clerks. Make your displays 100% effective—install Freeman Display Counters—made in all lengths and heights.



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Freeman Refrigerators use a minimum amount of ice—they are absolutely dry and sanitary; the Dry Air Circulating System keeps them dry and pure.

Freeman Refrigerators lengthen the life of your perishable goods and so increase your profits. They are lasting—in looks and wear.

Write for information to our branch offices or direct to us.

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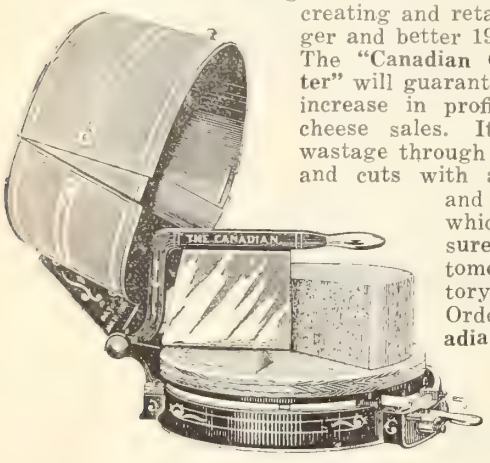
W. A. FREEMAN CO., LIMITED

Grocers' Confectioners' and Butchers' Supplies

HAMILTON - CANADA

Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only $18.00.



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WINDSOR, ONT.

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

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Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

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Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
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Selling Agents for our Blue Seal Lines

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A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

Windsor Table Salt
Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

THE CANADIAN SALT CO., LIMITED
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Are You Selling This Kind of Glove?

In work gloves, wear is the all-important requirement. They get hard use, and they must be made to stand that kind of use in order to satisfy and bring people back for "more of the same brand." A ripped seam means trouble for the dealer who sold the gloves and the manufacturer who made them. We avoid that kind of trouble, first by using machinery that stitches seams so they stay stitched; secondly, by a system of rigid inspection, whereby a glove that may have been carelessly handled is promptly thrown into the discard. Thus wearers of TAPATCO gloves always get satisfaction. When a pair does wear out, the wearer of them has had such splendid service that he asks for "another pair of the same brand."

If you value your customer's good will and aim to get all the big glove trade in your town, you need this line.

"Months of Wear in Every Pair"

TAPATCO
REGISTERED TRADE MARK
BRAND

GLOVES & MITTS

STYLES—Gauntlet, Knit Wrist and Band Top.

WEIGHTS—Heavy, Medium or Light.

MATERIALS—Leather Tip, Leather Faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

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Merchants find a ready sale for

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Collar Pads

Make horse collars fit snugly. Use them to protect your horses.

None Better Than
SIMMS BRUSHES

The superiority of SIMMS over other brushes and brooms is the reward of 54 years of conscientious endeavor to produce a line of brushes and brooms that are perfect in material and construction.

A guarantee of quality goes with each of our products.

Brooms		Shoe Brushes
Whisk Brooms		Stove Brushes
Paint Brushes	Lather Brushes	Scrubbing Brushes

Each of the above is a sure and profitable sale for you. Your customer will be satisfied —will receive the best value for his money.

Stock up in our line and get the brush and broom trade of your district.

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Luscious Red Ripe Fruit and Pure Granulated Sugar

In Glass Jars and in the Economical Two and Four pound Family Tins

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Every jar or family tin of Upton's Marmalade and Jam you sell means a satisfied customer—and repeat orders.

And Upton advertising to consumers helps you sell this Quality Merchandise. Display Upton's prominently.

Remember — Upton's are "Decidedly Different."

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"EVERY GRAIN PURE CANE"

To discerning housewives there is no better sugar than ROYAL ACADIA

It has won its popularity through its splendid purity and its unexcelled sweetening properties.

Royal Acadia is the best sugar for you to sell. It assures you regular repeat selling and good profits.

Supplied in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

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Limited
HALIFAX CANADA

She Gets It All

Your customer can get out of a **Riteshape** dish all the food you put into it. Other dishes waste the food. She can use the **Riteshape** in the home in many handy ways.

The **Riteshape** adds value to every pound it carries.

Use **Riteshapes** for holiday foodstuffs.

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SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
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If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

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STICK LICORICE
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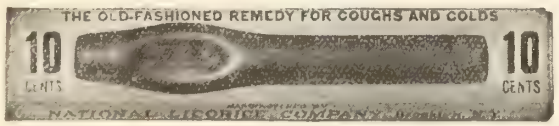

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MONTREAL

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Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug
Gallon Jugs, Aylmer Quality	$1 62½
	Per doz.
Pints, Delhi Epicure	$2 70
½ Pints Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	8 45
	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 can	3 20
Jersey Brand, small, each 48 cans	3 80
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

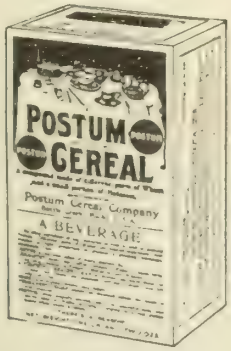
Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans,

Real "Sales Guarantee"

should not stop with a willingness to accept the return of slow moving goods from the dealer. It should also be an assurance of a general demand resulting in a turnover of the goods within reasonable time at a legitimate profit.

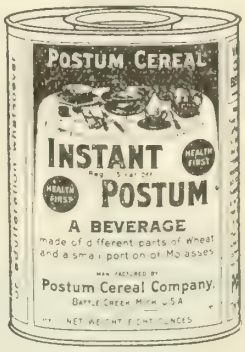


The Sale of

Postum Cereal

and

Instant Postum



is thus truly guaranteed. Our steady nation-wide advertising creates this demand, and repeat orders result from fair prices and universal satisfaction.

Canadian Postum Cereal Company, Ltd., Windsor, Ont.

A. Escoffier

MONSIEUR A. ESCOFFIER, of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of **all** his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

SIX DAINTIES FROM ENGLAND

The ESCOFFIER
SAUCE **DIABLE**
For Grilled Soles and Fish dishes.

The ESCOFFIER
SAUCE **ROBERT**
For Chops and Steaks.

The ESCOFFIER
SAUCE **MELBA**
For Sweet Puddings and Fruit dishes.

The ESCOFFIER
PICKLES
Delightfully mild and appetising.

The ESCOFFIER
CHUTNEY
Mons. Escoffier's own blending.

The ESCOFFIER
MEAT and FISH PASTES

For prices of these and other Escoffier specialties, write:
ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal

ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.
A.B.C. Code, 5th Edition.

National Magazines Tell Housewives

of the delicious instant syrup made with

Mapleine

Your customers read these magazines. A maple-flavored syrup made at home at a 50% saving appeals to them.

They are looking to you for Mapleine—have you a good stock?

YOUR JOBBER CAN SUPPLY YOU OR

F. E. Robson, 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-489

RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50. With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16. Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Army Rations—Beef and Vegetables, 1s, $2.45; 2s, $4.95.

Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.35.

Tongue, Ham and Veal Pates—½s, $2.25.

Ham and Veal Pates—½s, $2.35.

Smoked Vienna Style Sausage—½s, $2.75.

Pate De Foie—¼s, 80c; ½s, $1.40.

Plum Pudding—½s, $2.45; 1s, $4.35.

Potted Beef Ham—¼s, 80c; ½s, $1.45.

Potted Beef—¼s, 80c; ½s, $1.45.

Potted Tongue—¼s, 80c; ½s, $1.45.

Potted Game (Venison)—¼s, 80c; ½s, $1.45.

Potted Veal—¼s, 80c; ½s, $1.45.

Potted Meats (Assorted)—¼s, 85c; ½s, $1.50.

Devilled Beef Ham—¼s, 80c; ½s, $1.45. Beef—¼s, 80c; ½s, $1.45.

Devilled Tongue - ¼s, 80c.; ½s, $1.45. Veal—¼s, 80c; ½s, $1.45.

Devilled Meats (Assorted) — ¼s, 85s; ½s, $1.50.

In Glass Goods.

Fluid Beef Cordial—20 oz. bottles, ...; 10 oz., ...

Ox Tongue — 1½s, $20; 2s, $24.95.

Lunch Tongue (in glass)—1s, $11.95

Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.

Mincemeat (in glass)—1s, $3.95.

Potted Chicken (in glass) — ¼s, $2.90.

Ham (in glass)—¼s, $2.90.

Tongue (in glass)—¼s, $2.90.

Venison (in glass)—¼s, $2.90.

Meats, Assorted (in glass)—$2.90.

Chicken Breast (in glass) — ½s, ...

Tomato Ketchup — 8s, $1.95; 12s, $2.45; 16s, $3.40.

Chili Sauce—10 oz., $3.25.

Peanut Butter — ¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

HARRY HORNE & CO., Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0 30
Dominion Brand, halves, per short weight pound	0 29
Maple Leaf Brand, ¼ lb. packages, per full weight pound	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound	0 39

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	....

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	$0 10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	0 10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	0 11
100-lb. kegs, No. 1 white	0 10½
200-lb. bbls., No. 1 white	0 10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12
48 lbs., Silver Gloss, in 6-lb. tin canisters	0 13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	0 13½
100 lbs., kegs, Silver Gloss, large crystals	0 11½
40 lbs., Benson's Enamel, (cold water), per case	3 25
Celluloid, 45 cartons, case	4 50

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 11¾
40 lbs. Canada Pure or Challenge Corn	0 10¼
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16½

(20-lb. boxes, ¼c higher, except potato flour.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	2 00
Knox Aciduated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5 45
5-lb. tins, 1 doz. in case	6 05
10-lb. tins, ½ doz. in case	6 25
20-lb. tins, ¼ doz. in case	6 20

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.	0 08¼
Half bbls., about 350 lbs.	0 08¼
¼ bbls., about 175 lbs.	0 08¾
2-gal. wooden pails, 25 lbs.	2 60
3-gal. wooden pails, 38½ lbs.	3 85
5-gal. wooden pails, 65 lbs.	6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 95
5-lb. tins, 1 doz. in case	6 55
10-lb. tins, ½ doz. in case	6 05
20-lb. tins, ¼ doz. in case	6 25

(5, 10, and 20-lb. tins have wire handles.)

MOZOLA COOKING OIL

	Per case
No. 1, 24 tins	$11 00
No. 2, 12 tins	10 50
No. 8, 6 tins, 7½ lbs. each	19 00
No. 5, 2 tins, 37½ lbs. each	28 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50

We give you Quality and Quick Service

SUCCESS has come to us only in a ratio as we have successfully served. For over half a century the "big idea" of our firm has been "to serve—to serve better—to serve quicker." Our fairness and our record for quality have earned for us a reputation that is your guarantee of reasonable prices and square dealing.

Write for our price list today on Domestic and Foreign Fruits, Vegetables, Nuts, Confectionery, and Sundries. *They'll interest you and increase your earnings.*

The House of Quality

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

A record winter for *OXO Cubes*

every indication of a huge demand

Heavy advertising combined with high food prices is going to make this winter a record one for OXO Cubes.

Get stocked up without delay and secure your share of the trade boom

You cannot afford to let your customers go elsewhere—and they *will* have OXO Cubes. Handy, good and inexpensive. They exactly fit to-day's conditions.

The Cubes that sell

OXO LIMITED

MONTREAL
356 St. Antoine Street

TORONTO
141 King St. West

WINNIPEG
203 Bon Accord Block

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 60

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.....	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CC., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	$5 25
Perfection, ½-lb. tins, doz...	2 75
Perfection, ¼-lb. tins, doz...	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb...	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90
SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb...	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb....	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5c squares, 20 squares to cake, packed 8 cakes to box, 24 boxes to case, per box.....	2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz..	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.....	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES.

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box...	1 00
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz..	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack, doz...	1 50

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Proper grading is an essential in the marketing of Green Coffee. It requires a keen and practiced eye, and correct lighting facilities.

In our grading room at Santos, a view of which is shown above, conditions are ideal for efficient grading. This careful attention to the grading of our coffee shipments by men of our own staff, is just another feature of Aron super-service.

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Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

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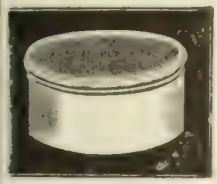

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We are now located in our new and more spacious warehouse at

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Best English Malt Vinegar
QUALITY VINEGAR

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An English Delicacy of High Repute
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Order from your jobber to-day.

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the dustless sweeping compound

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Manufacturers TORONTO, Ontario

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for

Groceterias and Stores which price-mark their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

FOREIGN LEMON ARRIVALS HEAVY

Arrivals of Italian lemons during the past six weeks have been exceptionally large as compared with other years. In former years lemon importations ceased almost entirely with the month of September for two months, but this year 97,425 boxes were received in ports of entry in the month of October. The late delivery of the clean-up of the foreign crop is partly due to the extremely slow time made by ocean shipments and the longshoremen's strike, some of the Italian lemons which were sold recently having been loaded on board ship during August. As a result the cargoes were of poor quality and sold at low prices.

CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
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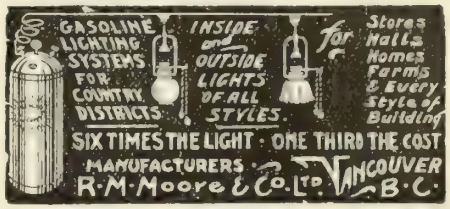
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
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The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
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Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mince Meat, etc.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

HELP WANTED

WANTED—AN HONEST, CAREFUL AND ENergetic grocery clerk. Must be a good salesman, neat and clean. When answering state experience, salary expected, and give names of previous employers. Address H. C. Pilley, Box 283, North Bay, Ont.

GROCERY SALESMAN

Must be a high-class man not over thirty years of age for north-eastern Saskatchewan Territory. State experience and salary wanted. Amateurs, save your postage. Box 752, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

MANUFACTURERS' AGENT, MONTREAL, making business visit to England, is open to arrange with Canadian manufacturers, offering candies, chocolates and grocery lines. Well known to reliable buyers there. Address A. B. C., c/o Post Office, Station B, Montreal.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

GOOD LONDON HOUSE CAN SELL CANNED goods and seeks agency for United Kingdom. E. Richards & Co., 20, Bucklersbury, London, E.C. 4.

FROM MANUFACTURERS OR OTHERS IN all lines of business. First-class reference. Correspondence solicited. Leon J. E. Leonard, 2564 St. Denis St., Montreal, Que.

AGENCY WANTED FOR QUEBEC AND DISTrict. Box 765, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

WANTED — STEADY, RELIABLE MARRIED man, twelve years' experience in grocery trade, desires position. Capable of taking charge of store. Box 762, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave, Toronto, Ont.

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WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

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FOR SALE—FIRE-PROOF INTERNATIONAL acount register, 120 size, with filing drawer. Speak quick. $60. Box 506, Seaforth, Ont.

FOR SALE—GROCERY—PRACTICALLY CASH business; turnover sixty thousand dollars; stock five thousand. Box 96, Coaticook, Que.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Opportunities are offered every week on this page.

Are You making use of them?

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

ESTABLISHED 1849

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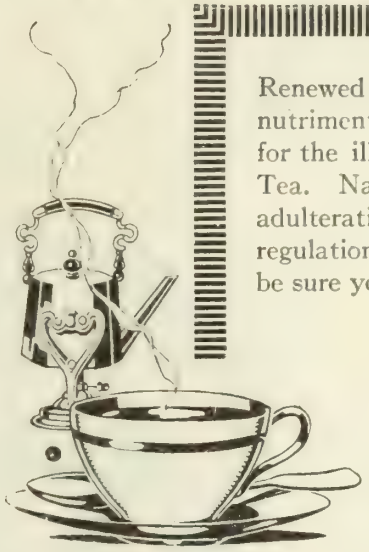
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Mahager Western Canada
TORONTO

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

People who are connoisseurs in the matter of tea drinking find in the full, rich flavor of Japan Tea their conception of everything that this popular beverage should be.

Dealers selling Japan Tea have their sales promoted through our messages to the tea drinkers of Canada, one of which is shown above.

A —WINNER—

Quality

You can always depend on the quality of this big red and blue package. Every carton is uniformly good and absolutely guaranteed.

Rolled

Because Quality Oats are rolled the thinnest they cook the quickest, that's why women invariably choose Quality Brand for hurry-up breakfasts.

Oats

Milled from the finest high-grade Western oats and prepared by our famous pan-dried process that imparts a delicious nut-like flavor.

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours. Our shipping facilities include four large railways and our large daily capacity guarantees quick delivery.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 5, 1919 No. 49

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

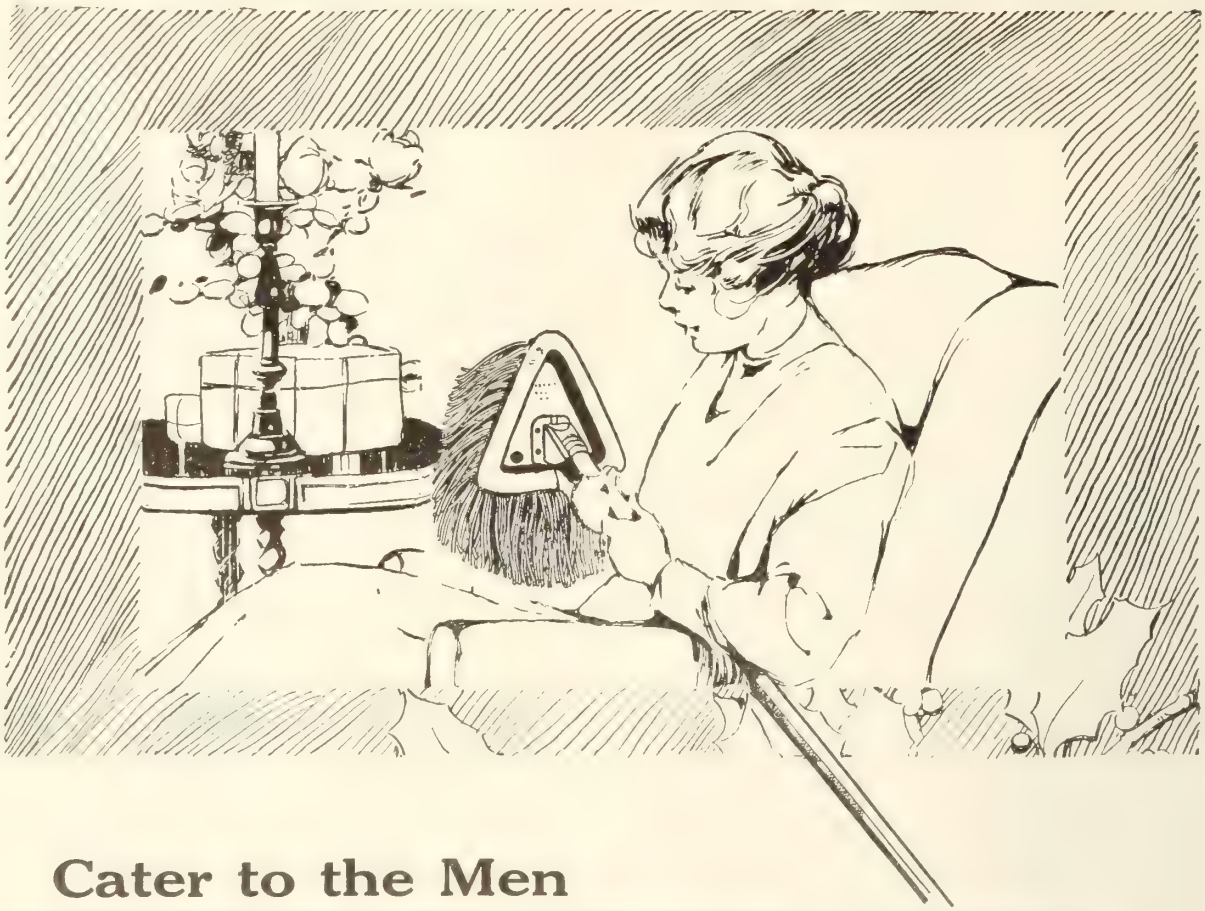
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested



Cater to the Men who like to give Practical Presents

FEATURE the O-Cedar Polish Mop in your Christmas Display —and watch results.

The man shopper at Christmas time rarely knows just exactly what he wants and depends on your displays to "suggest" to him some suitable gift. In your Christmas windows display O-Cedar Polish Mops with a card calling attention to the practical usefulness of such a gift.

Many a man may thus be led to realize that his Mother, Sister or Wife would appreciate such a gift —and having arrived at that conclusion they will naturally come into your store to make the purchase.

You know there is good profit in selling O-Cedar Polish Mops. The fact that it has to be re-treated with O-Cedar Polish, means that every Mop you sell means Polish sales too. And every woman who once uses O-Cedar Polish becomes thereafter a steady purchaser of this wonderful home-beautifier.

Put a display of O-Cedar Polish Mops in your window this week—the results will surprise you.

"The Practical Gift"

O-Cedar Polish Mop

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO

CANADIAN GROCER published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

"The Milk That Cuts the Cost of Cooking"

Take advantage of the present favorable opportunity to increase your sales of both Condensed and Evaporated Milk by making a counter display of Borden's Milk Products.

During a period of shortage with fresh milk is an opportune time to educate your customers to use more Borden's "St. Charles" Evaporated Milk.

It's more economical; also more convenient.

Do Your Customers Know You Sell Borden's?

Borden Milk Co., Limited

"Leaders of Quality"
Montreal

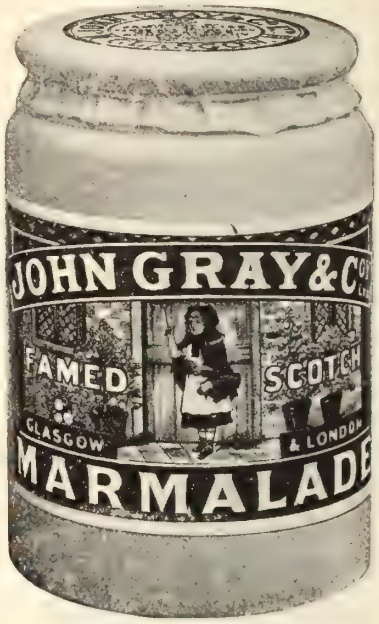
Branch Office:
No. 2 Arcade Bldg., Vancouver

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.



CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

SELLING Simcoe Brand is highly profitable. **Do not let your supply run low.**

Simcoe Brand
Baked Beans
(With Tomato Sauce)

There is a brisk demand for Simcoe Brand Baked Beans right now. They are rich, nutritious and delicious hot or cold—ready to serve.

The quality of Simcoe Brand Baked Beans enables merchants to convert more and more customers to the habit of buying a *case at a time.*

Dominion Canners, Limited
HAMILTON, CANADA

CLARK'S
PREPARED FOODS

Corned Beef
English Brawn
Stewed Ox Tail
Cambridge Sausage
Corned Beef Hash
Lunch Tongue

Roast Beef
Boneless Pigs Feet
Stewed Kidneys
Geneva Sausage
Irish Stew
Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner, Etc., Etc.

SELLERS ALL ***BUY NOW***

W. Clark, Limited **Montreal**

Clark's

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

A Sure Way To Bring the Delicious Flavor of

"Sealshipt Oysters"

Fresh from the Sea To the Consumer

"Sealshipt Oysters" in glass jars are your "Oyster Insurance" —you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer's table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

Don't be Anxious about Delivery of Your Xmas Order of

Fruits and Vegetables

Nuts and Sundries

Just send your orders to us for what you require in Oranges, Grapefruit, Lemons, Bananas, Almeria Grapes, Emperor Grapes, Fancy Box Apples, Barrel Apples, New Nuts, New Dates, New Figs, Cranberries, Spanish Onions, Domestic Onions, Mincemeat, Table Raisins, Holly Circles, Oysters, Smoked Fish, Potatoes, Carrots, Beets, etc., and whether your orders are large or small, they will get same quick attention and be shipped in

HEATED CARS — NEXT WEEK

All Xmas orders now in hand will be shipped between Dec. 10th and Dec. 17th and will be invoiced at prices quoted in our special Xmas price list.

Order Now and be Assured of

QUICK DELIVERY — HIGHEST QUALITY
FREE FROM FROST

The House of Quality

HUGH WALKER & SON

GUELPH *Established 1861* ONTARIO

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

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John Tobin & Co.
Matin Street, Halifax, N.S.

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QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal

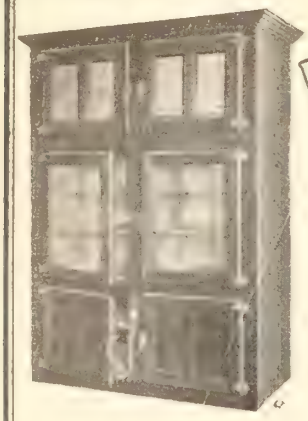
ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto

MANITOBA, SASKATCHEWAN, and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND



EUREKA

Refrigerators are

a sound investment.

They will help you sell your perishable goods.

They will add to the attractiveness of your store.

They will protect you from loss through spoilage.

Ask a fellow merchant who owns one. He will tell you.

Satisfied customers are our best ads.

Write us for free catalogue and interesting literature. We have a refrigerator to suit you.

Eureka Refrigerator Co., Limited

Head Office and Factory: Owen Sound

Branches: Toronto, Hamilton, Montreal

HOPS

In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
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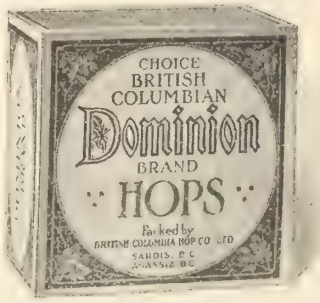

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Write for Prices—Samples

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Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian Market to-day.

Canada Food Board License No. 4-517.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal — **A. S. May & Co.** Toronto — **Donald H. Bain Co.** Winnipeg

How Frank Loftus Makes Nearly 350% a Year

On His Investment in Fresh Fruit

Frank Loftus of Lansing, Michigan, sells $148,000 worth of groceries in a store that measures 22 by 120 feet.

In another store, a branch of about the same size, he sells another $100,000 worth.

So, in two stores, Loftus disposes of nearly a quarter of a million dollars' worth of merchandise a year.

And he makes nearly 350% a year on his investment in fresh fruit!

Ask him how he built his business to these proportions and makes these profits on fruit, and he'll say something like this:

"I figured out that if I could become known for some specialty I would bring a great many people to my stores. I chose the yellow fruits, oranges, lemons and grapefruit, because they are *year 'round* fruits, and they make the most beautiful displays.

"I display them loose—in a *mass*-display without any special arrangement because they are most inviting that way; and I keep them in the window *every day throughout the year.*

"The windows always attract trade whether prices are high or low. My store is 'fruit headquarters' in Lansing. People come here for fruit, and when they come they buy other things.

"It is simple enough—if you build up a good specialty you create trade on all your other lines. I credit much of my success to my policy of always keeping my windows full of fresh, luscious, tempting fruit.

"I buy fruit as I need it, turning it over every week. I keep my margin at 25% on the selling price, and seldom vary from it. I make 52 profits—one a week—and average nearly 350% per year on the capital that I invest in fruit.

"Any retailer can do as well if he operates as carefully."

Sunkist

The Popular Oranges and Lemons

Most retailers know that the goods that sell best are those which the consumer knows, for they are most readily accepted. Sunkist Oranges and Sunkist Lemons are the country's best known fruits. Loftus uses "Sunkist" for these reasons.

Mail the Coupon and we'll send our free book, "Salesmanship in Fruit Displays," illustrated —also our "Option List," from which you can select attractive highly colored cards and other display material.

Let our retail expert—a man with thirty years' practical retail experience—answer any questions with regard to retailing methods that you may care to ask.

SEND IT NOW

California Fruit Growers Exchange
A Non-Profit, Co-operative Organization of 15,000 Growers
Dept. Service Dept., Los Angeles, Cal.

California Fruit Growers Exchange
Dept. Service Dept.
Los Angeles, California
Send me [illegible]
Name
Address
City
Occupation

EVERY MORSEL EDIBLE AND DELICIOUS

Pilchards Are Unique!

A Tastier Food---For Less Money

"Albatross Brand" Is Always Right

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED

"Caught in Salt Water"

HALLPINK

choice pink

SALMON

1 lb. and ½ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

Say you saw it in Canadian Grocer, it will identify you.

Canadian Merchants Don't Discount Your Money and Wallace's Herrings are Highest Quality

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

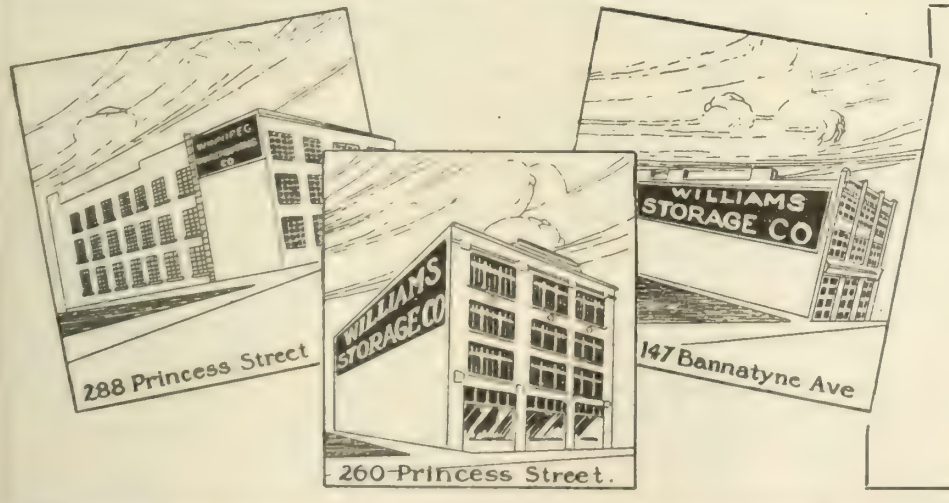
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

When writing to advertisers kindly mention this paper.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL ∴ CANADA

Say you saw it in Canadian Grocer, it will identify you.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

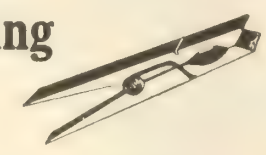
MANUFACTURERS
Are you desirous of reaching the FOREIGN MARKETS with your products? We have enquiries from British firms requiring Canadian goods. Write or wire us for information.
O. M. SOLMON
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

There's Big Demand for
REX PRODUCTS
Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder
Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL
McDONALD ADAMS, WINNIPEG — S. H. MOORE & CO., TORONTO — KING & SOUTHCOT, VANCOUVER

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

YOU WILL BE DELIGHTED

with the high quality as well as proud of the bakings you will invariably obtain, if you use

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

Made with the choicest Canadian Wheat in the finest and most modern flour mills, under the direction of expert millers. REGAL FLOUR, always fine, for pastries, cakes, pies, pancakes, etc.

Use it regularly and you will never experience the disappointment following baking failures.

Ask your grocer for and insist in getting REGAL FLOUR. Sold in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

THIS IS A REPRODUCTION of the first of a series of advertisements which, beginning this week, will appear in all the newspapers of the Province of Quebec in favor of

REGAL FLOUR

White and Pure as the Lily

You can, with full confidence, recommend it to your customers. No other flour will make better cakes and pastry.

A large demand will naturally follow this advertising campaign—so be sure that your stock of Regal Flour is sufficient to meet all demands.

On sale everywhere in 7, 14, 24, 49 and 98 lb. bags. Also in 98 and 196 lb. barrels

St. Lawrence Flour Mills Co., Limited, Montreal

We Sold More "Kingnut"

During November than the Previous Three Months

THE PRINTED GUARANTEE WITH EACH PACKAGE APPEALS TO HOUSEWIVES

There's no question but what the printed guarantee—the money-back-if-not-satisfied kind—has materially helped our sales to the retail trade on this rapidly becoming famous line. Retailers who have had little success with other butter substitutes are enthusiastic about "Kingnut" and we have yet to hear of any retailer who has been requested by a customer to refund the purchase price.

That's evidence of satisfaction, isn't it?

With butter so dear and substitutes in demand, don't you think you could handle a live line like "Kingnut" to advantage? "Kingnut" has a delicious flavor; there's no animal fat in it, and the printed guarantee which goes with each package is your protection as well as your customers'.

Order a trial 30 lb. case—you'll be delighted with it.

The Bowes Company, Limited, Toronto, Ontario

Wholesale Distributors of "Kingnut" Nut Butter

TRADE EXCELSIOR MARK

CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
Selected basswood handles.
Selected corn.
Closely stitched.
Well balanced.

Tough, Fine Corn
Can Ship from Stock.

J. C. SLOANE CO.
Owen Sound Canada

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Registered

Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--BRIER
INDEX
BRITISH CONSOLS

Chewing--PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

B17

Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

This is a genuine furniture food. Preserves paint, varnish and all woodwork. Only one cloth necessary.

Contains no acids or kerosene. Non-inflammable and is a pleasure to use.

Mr. Grocer, send for a sample; try it on your own furniture first.

An absolute money-back proposition. **VLIT** must make good or we will.

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED
223 McGILL ST., MONTREAL

R. C. HANNAN, ***Sales Manager***
(Formerly with Thomas J, Lipton)

MAIN 4927

It will pay you to feature
our Quality Products
for Xmas business

Baines

CANADA'S TRADE MARK BEST

Confectionery, Maple Butter, Syrup, etc.

BAINES LTD. 344 Delorimier Ave. MONTREAL

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

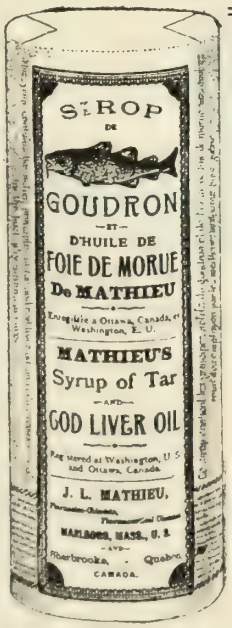
TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

Variations in quality and flavor

make customers dissatisfied and cause them to go elsewhere for their tea.

This can be avoided by specializing on Red Rose Tea, which is always the same good tea. The first package pleases--and the next will do the same.

KEYSTONE BRAND
The Workman Knows
The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.
"KEYSTONE"
KALSOMINE and WHITEWASH BRUSHES
are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.
For prices, etc., write
Stevens-Hepner Co., Limited
Port Elgin, Ont.
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.
STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO



Display this remedy in your store. It always invites inquiries which result in sales.

Cold Weather Means Increased Demand

for a reliable remedy for colds, grippe, pneumonia, etc. You can recommend no remedy with a better reputation for its curative powers than

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Other grocers find that this desirable product sells very readily resulting in a nice little extra business. Mail your initial order to-day.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - - QUEBEC

Suggest KEEN'S

When your customers ask for blue, suggest *Keen's Oxford*. You will find they already know of the goodness of *Keen's Oxford Blue* and that they will readily act on your suggestion.

Try this out for yourself.

1870-1919—Entering on our fiftieth business year in Canada.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church St. Toronto

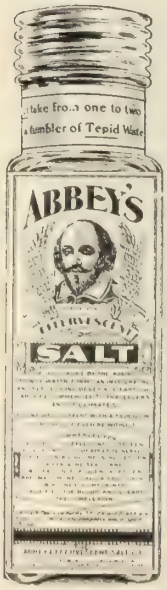
Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

is making many new friends among the Grocers

A standard preparation, which maintains its high quality, and is well advertised, is a certain money-maker for every dealer who features it.

Abbey's Salt has quality, reputation and steady advertising, to commend it to Grocers as well as to Druggists.



The Abbey Effervescent Salt Co., Montreal

CANADIAN GROCER

Vol XXXIII. TORONTO, DEC. 5, 1919 No 49

Retailer Protests New Bacon Order

Both Butchers and Grocers Believe That 22 Per Cent. on Sliced Bacon and Hams is Not Sufficient to Make the Handling of Them Reasonably Profitable—Thirty Per Cent. is Necessary

It was decided at a meeting of the Toronto butchers' section of the Retail Merchants' Association on Tuesday evening of this week, to have each member keep strict account of the cost of his bacon and hams, and what he sells them at, taking into account the way he sells, in big amounts and small, shrinkage and wastage, and these figures will be reported at another meeting next Tuesday. The meeting was called to discuss the new regulation, permitting 20 per cent profit on bacon plus 2 cents per pound for slicing. It was the opinion, and the butchers were extremely well represented at this gathering, that bacon and hams could not be handled profitably under thirty per cent. It was felt that in hams particularly there was no money, and that if the regulation is enforced a good many butchers will stop handling hams altogether. Some interesting figures will be disclosed at the next meeting.

22 Per Cent. Not Enough

"It is just another case of men making regulations about something they know nothing about," commented D. W. Clark, 248 Avenue Road, Toronto, when asked what he thought of the new regulation allowing only 20 per cent. on bacon and hams, plus two cents per pound for slicing. "If we sold bacon in the piece it would be different, but we always sell it sliced," Mr. Clark continued. "There is at least three-quarters of a pound loss on every bacon, together with the cost of slicing, making it absolutely impossible to make anything out of it with only 22 per cent. on the sliced stuff allowed. In the case of hams, there is a certain amount of waste, and from one to two pounds in every ham has to be sold at a reduction. Two cents per pound doesn't cover the cost of slicing."

Mr. Clark told CANADIAN GROCER that a Toronto grocer who had kept close scrutiny on his sales of ham, told him that on the whole transaction in disposing of a ham, he had lost 15 cents.

Thirty per Cent. Reasonable

"If it is 20 per cent. on the cost price, plus two cents for slicing, it can't be done," George Barron, of Barron's, Ltd., remarked. "If it on the selling price we might get out on the right side. But if a shoe merchant and a clothier is allowed to make from 25 to 33 1-3 per cent. on shoes and clothing, why shouldn't a grocer be allowed a reasonable profit?" Mr. Barron asked. "Bacon is rarely sold in the piece, and thirty per cent. is a reasonable profit on selling sliced bacon and ham."

Not Enough for Sliced Meats

Donald McLean, Roncesvalles Ave., Toronto, was also of the opinion that thirty per cent. was a fair profit on sliced bacon and ham. He would be content with 15 per cent. on selling bacon in the whole piece, but there was rarely ever any sold in that way. Two cents a pound for slicing was certainly not enough when the wastage is considered. While a slicer reduces waste to a minimum there is always a certain amount in a ham that has to be sold at a reduction. The waste in bacon is less than in a ham, but there is possibly about three-quarters of a pound. Mr. McLean certainly did not think the regulation was a just one.

Hams Not Profitable

"A grocer might just as well stop handling bacon and ham if he has to sell it on a twenty per cent. margin, plus two cents for slicing," Hugh Walker, of Galt, Ont., told CANADIAN GROCER. "It is hard enough to make anything on them now, and to do so a grocer has to have at least 25 per cent. for sliced bacon and hams." He did not think the regulation was consistent with what he considered would be a fair and reasonable profit.

"If it will educate the people to use the bacon and ham from one end to the other, and the twenty per cent. is on the selling price, then it won't be so bad." F. Hancock of Hancock & Co., of Galt, told CANADIAN GROCER. "But people want the choice cuts, and ends have to be sold at a reduction. Twenty-two per cent. on sliced bacon and ham is not sufficient when wastage is taken into consideration.

Two Cents for Slicing Insufficient

J. A. Debien, 112 Parc Avenue, Montreal, and who is also president of the Retail Grocers' Association, stated that he did not think the grocers were making much money on bacon in any case, and that this limiting of profits would make the retailing of both bacon and ham almost, if not unprofitable. "We are selling the best grades," said Mr. Debien, "and we cannot add more than a small profit, for the prices are high, anyway. Then again, customers are particular, and we must send them only the best, and this must be cut evenly. If it is not alright they will be disappointed. This means waste, and it soon amounts to considerable."

Speaking of the 2c per pound allowed for slicing, Mr. Debien said that this was insufficient; that it should have been made either 3 or 4 cents per pound. For instance, on a ten pound side of bacon there will be a loss of half to three-quarters of a pound. On cooked ham this loss would reach at least a pound. At the prices prevailing it is very easy to figure out that 2 cents a pound would not cover the cost of slicing, that is with a waste totaling these amounts.

With regard to the association of which he is president, Mr. Debien states that the matter is to be considered this week.

Margin of Profit Too Low

John Carswell, grocer, 617 Wellington Street, Montreal, said in part: "I feel that the percentage is not enough. Take ham—smoked ham especially; it costs at least 4 cents a pound to bone, roll and slice this. On Windsor bacon, for instance, and of which we sell much, we have to pay for the paper in which it is wrapped. If we pay 50c per pound for this bacon we may add another cent for wrappings. Then, in this bacon, there is a small bone which the packers do not remove, and there will be from a half to one cent charge for this."

In line with this argument, providing the bacon carries, say 30 per cent. over cost, and at 50 cents per pound sells at 65 cents, Mr. Carswell feels that he must deduct 5 cent per pound from this for losses and cost of slicing, etc., leaving the selling price 60 cents. With the cost of doing business, say 20 per cent. on the selling price, it is obvious that a

loss of two cents is sustained. Mr. Carswell figures that the grocer should have at least 30 per cent. of a margin on his cost, and that at least three cents a pound should have been permitted for slicing.

An important thing was pointed out by Mr. Carswell in that there is always a heavy shrinkage in the weight, as well as in the waste from slicing. The packer sells cured meats that are sometimes not fully cured. This means that the grocer, if he cares for his trade, will keep these meats until they are fully mellowed. This entails shrinkage in weight, and for which the grocer has paid. The total of all these extras amounts to considerable, and the 20 per cent. will not, in Mr. Carswell's estimation, be ample.

Charles P. Macklaier, successor to Fraser, Vigor & Company, Ltd., Montreal, feels that the profits on bacon have always been very meagre. Mr. Macklaier indicated that, in his opinion, legislation had been directed to the point of making the retailing of a great many items anything but profitable to the grocer. In connection with the present order he stated that he had very little to say.

Don't Make More Than 10 Per Cent.

The Oxford Provision Company, of Sherbrooke Street, Westmount, through the manager of the meat department, Mr. Black, stated to CANADIAN GROCER, that there was a considerable loss in cutting up both bacon and bone ham.

Asked as to his attitude regarding the order, Mr. Black said: "I don't think that any grocer in Montreal is making more than 10 per cent. on bacon."

Mr. Black pointed out that there was a great deal of waste in cutting up a side of bacon and that on the two ends of an average side of bacon there would be waste of perhaps 12 ounces. Figuring this at 40c a pound amounts to 30c. On a ten pound side, this is quite a considerable percentage and figures out at 3c per pound. Taken on cooked meat and on which the profit is also regulated to the same extent, there is a relatively large waste here also. Mr. Black indicated that the effect of the order would be pleasing to the grocery or butcher trade and that the overhead cost of doing business would entirely wipe out the margin allowed, if not more.

Thomas F. Hannan of St. Catherine Street West, Montreal, pointed out that there was a considerable waste at the present time in cutting up raw meat. "If it is not rolled properly there will be a waste of fully one pound of odds and ends on a single ham," said Mr. Hannan. It was indicated that at the high prices prevailing now for this commodity, that this waste amounted to a considerable sum in the aggregate.

With regard to the two cent per pound allowance in cutting or slicing, Mr. Hannan thought that this would be ample for the trade.

The manager of the grocery department of a large Montreal departmental store, while not wishing to be quoted, said that they were willing to fall in line with the order, and that the margin permitted would be satisfactory to them.

Lifting U.S. Embargo May Increase Flour Prices

Action Which Becomes Operative Dec. 15 May Mean a Keen Demand From Across the Line. U.S. Mills Needs Wheat of Canadian Quality. Heavy Buying Would Probably Send Prices Soaring

THE lifting of the embargo on Canadian wheat and wheat flour that has been in force in the United States for some time past may have a material effect on flour prices in the months to come. The order raising the embargo becomes effective on Dec. 15, and if, as seems probable, any considerable movement of grain is shipped across the border it will unquestionably have the effect of sending prices on this side of the border soaring.

In Canada at the present time the Government guarantee price of $2.15 prevails, while in the United States for one reason and another the price has risen above the guaranteed price of $2.26 up to $3.00 and $3.10. This factor alone will make it a favorable market for the farmer who sees only $2.15 on this side and the possibility of a slight bonus payment at some later date. Not only will the Canadian farmer naturally look toward this market, but the American buyer will naturally encourage any such movement for anything he can buy in Canada at less than the current American price will be so much gain, while he will also realize that every bushel of wheat brought into the country from outside will be a factor in driving down the American price that has reached such unprecedented figures.

Need Strong Wheat to Maintain Flour Quality

There is another reason also why American millers should be eager for Canadian wheat and American dealers for Canadian flour, and that is the fact that the wheat crop in the northern states was a practical failure, and that therefore the American miller is short of the element that has given strength to his flour in the past. He will be all the more eager, therefore, for the Manitoba hard that supplies this very deficiency. It seems altogether likely, therefore, that the actual lifting of the embargo will see a considerable movement across the line, and there is no shadow of a doubt but that this movement will of necessity result in Canadian wheat prices advancing to meet the figures being received for American wheat, and that therefore, flour prices may be expected to advance.

The only fact that has a material bearing on this situation, is as to the supplies that are available for export shipment. The Canada Wheat Board has already made large contracts, and a goodly proportion of the Canadian wheat crop is already accounted for. Should there be any competitive bidding for the remainder, however, there seems no other alternative but to expect advances.

Sugar Situation Makes Advances Probable

Canada Has Been in an Unusually Fortunate Position, But From Now on Will Be on an Even Basis With United States. World Demand Will Probably Mean Advancing Prices

WHILE the sugar situation as far as distribution goes seems to be improving somewhat there is every indication that in other ways the situation is still serious. Supplies are being received in the Western provinces, which for a while were faced with famine conditions in this product. But while this is so there is a general feeling that prices are bound to be considerably higher. Indeed, three refineries have already advanced their prices 75 cents a hundred, and it is probably only a matter of a short time before the others follow suit.

One factor that is likely to have a material effect is the fact that sugar control in the United States that has helped to keep down the demand, ends with end of the Food Control regime the end of this month. It is known that American refineries have not yet purchased their supplies of raws for 1920, and when they come on the market bidding strongly for supplies they will undoubtedly be a factor in advancing prices. Up to the present Canada has been fairly fortunate in securing supplies of raws, though there have been temporary difficulties owing to strikes and transportation difficulties. However, Canada has probably felt the sugar shortage less than any other country in the world.

It is quite possible, however, that with the enormous world demand, and with supplies inadequate to meet this demand a new situation may arise that will lead to higher prices here. Labor difficulties, too, are a large factor in determining production and price. Already such difficulties have resulted in a shortage in production in one refinery alone, of over twenty-five million pounds. The Atlantic refinery are at present turning out over a million pounds each day. This is all sold in Canada as export contracts were completed some time ago. It is understood everything possible is being done to relieve the shortage in the prairie provinces. The output of the refinery is being distributed as equably as possible throughout the whole country. Shipments were made regularly to the West last week, but it will take some time to fill all the gaps caused by the shortage.

Some Christmas Lines Are Very Scarce

Wholesalers Have Very Light Stocks of Raisins and Shipments Are Greatly Delayed, Owing to the Shortage of Cars at Coast—Hallowee Dates Again on the Market—No New Crop French Walnuts

THE retail trade will do well to look to his stock of special Christmas goods, and he will be well advised to see to it, that he has plentiful supplies to meet the requirements of his customers during the next three weeks. Wholesalers are already reporting a shortage of dried fruits such as raisins. Raisins are almost an essential during the Christmas season, and those grocers who are not well stocked, had better buy as quickly as possible, and they will not be in a position to be too discriminating in the kind they purchase. They will be fortunate to obtain raisins at all.

Wholesalers Already Short

That there will be a scarcity of raisins for the Christmas trade, there seems to be no doubt. Wholesalers state that they are practically cleaned right out of raisins, and that it will be almost impossible to get them here in time for the holiday season. Several houses have already brought in big shipments, but they have not been sufficient to meet the requirements. Thompson's seedless in bulk are pretty hard to buy in any of the wholesale places, and the packaged raisins are equally hard to obtain. Prices of the same are very high, and have advanced from two to three cents per pound, this week. The lack of cars at the coast for the shipment of raisins is the principal cause of the scarcity, and there is no hope of any improvement in the situation, in time for the holiday season. Grecian currants are arriving freely, and dealers state that shipments are sufficient to take care of the demand.

Shortage in Peels, Too

Peels are also inclined to be scarce, and supplies among the wholesalers are within narrow confines. In fact, there is very little citron peel on the market at all, only one or two houses having any. It is quoted very high, at 75 cents per pound. The Californian peels are not quite so hard to obtain, but stocks are by no means abundant.

Fair Supplies of Nuts

Most varieties of nuts are in fairly good supply. Mixed nuts for the Christmas trade are selling at 33 cents per pound. New Grenoble walnuts in bags of 110 pounds are quoted at 32 cents, and in broken lots at 34 cents. Filberts are easier, and can be bought at 25 cents. Pecans and washed Brazils are also available in good quantities. But there will be no new crop walnuts here for the Christmas trade.

Hallowee Dates Again

Hallowee dates are being quoted this week, for the first time since early in the war. They are selling in boxes of 60 pounds, at 20 cents per pound. Excelsior dates are quoted 25 cents a case lower at $5.50. There will be no more Dromedary dates arrive this season. Present stocks are worth $7 per case. An importer of California dried fruits had a small shipment of Californian dates this week. It only represented two hundred boxes, three pounds to the box, but it was the first of Californian dates on this market. California is not yet a shipper to any extent of dates, as it is only very recently that they have been grown there. They were quoted at $1.20 per box, and will be a fancy specialty in some store for the Christmas trade.

CHAIN STORES STARTED IN ST. THOMAS, ONT.

L. O. Pearson and H. Morton Form Partnership to Develop Chain Store. Three Stores Now in Chain, With Central Warehouse

The first system of chain stores was established in St. Thomas last week with the purchase, by L. O. Pearson of that city, of the grocery business at the corner of Kains and Manitoba Streets, conducted for several years past by J. A. McLardy. The deal also involves the formation of a partnership, H. Morton, who has been an employee in Mr. Pearson's main store, Talbot Street, amalgamating with his former employer. Two weeks ago, Mr. Pearson purchased a large grocery store and business in Ross Street. The three stores will be run under the one management, and will be known as the P. & M. Grocery Stores.

"It is the firm's purpose to carry a complete stock at the one warehouse, which will be situated in the rear of the Talbot Street store," Mr. Pearson explained. "Each store will receive its supply from there as required. With the three stores buying together, goods can be bought in large quantities, which usually mean lower prices, and a quicker turnover of the merchandise can be effected, which is another big factor in business."

"I am convinced that chain store systems will become more popular in the future," Mr. Pearson stated. "Wherever they are operated they seem to gain favor with the buying public, it being conceded that better buying facilities, lessened operating expenses and other incidentals, tend to lower prices. While in most cities chain groceries are operated on the cash and carry plan, the P. & M. stores will be operated on a limited credit and delivery policy."

Mr. Pearson will be in charge of the accounting and sales end of the business, and Mr. Morton will supervise all merchandise coming in and leaving the warehouse, and will also look after the supplies going to each store. The buying will be done by both members of the firm, Mr. Morton attending to the purchasing of fruit and vegetables, a position to which he is particularly well adapted, having been connected for years with the G. G. Steele fruit and vegetable commission house. Mr. Pearson will buy all staple and fancy groceries.

New Companies Just Organized

One to Manufacture Milk Products—A New Milling Firm and a Co-operative Society

A COMPANY has been organized, and will operate under the firm name of Bowes' Milk Products, Limited, in Toronto, for the purpose of dealing in dairy products of all kinds, and in particular, milk, cream, buttermilk and cheese, also to carry on business as manufacturers of all kinds of condensed milk and cream, tabloid and otherwise treated, dairy products and provisions of all kinds, and to be chemists in connection with the manufacture and production of the aforesaid, and of the by-products of dairy products and provisions. The capital of the new company is announced as $20,000, and its provisional directors are Harold Learoyd Steele, Joseph M. Bullen, and Norman S. Robertson.

A new flour milling company has recently been organized with its head office at Conestoga in Waterloo County, Ontario, and will be known as the Snider Flour Milling Company. It will purchase and sell grain of every kind and manufacture, buy and sell flour and feed and other food articles manufactured from grain or cereals. The provisional directors are W. J. Snider, Elena Snider, and E. A. Berges, and the initial capital is $100,000.

Representative trades unionists in Stratford have organized a company to be known as the Stratford Co-operative Society, Limited, for the purpose of co-operatively carrying on the trades or businesses of a grocer, provision merchant, butcher, baker, coal and wood merchant, furniture dealer, hardware merchant, crockery merchant, and shoe merchant, and to deal in all other merchandise in domestic demand, or needed for personal use or adornment and to engage in the manufacture of all or any part of the merchandise, the subject of purchase and sale in such trades and businesses. The capital is $25,000.

ERNEST RANKIN RECEIVES PRESENTATION

On the eve of his departure for Winnipeg, where he is to join the firm of Nicholson and Rankin, Ernest Rankin, of the Brandon grocery staff, was presented with a gold signet ring by the staff of the company. A. T. Colquhoun made the presentation, and also at the same time took the occasion to present a small gift to Mrs. Rankin. The staff expressed their regret at the loss of Mr. Rankin.

Blessed Be the Income Tax

It Teaches Thousands How to Find Where They Stand—The Experience of a Quebec Grocer in This Connection

By HENRY JOHNSON, Jr.

MAYBE the income tax law is not entitled to exclusive credit for the clear vision of this French grocer. I have known him quite a while and he is keen. But just the same I think the law has improved him. Note this letter:

Desaulniers, Que., Nov. 18, 1919.

Dear Sir:—Kindly give me your advice as regards my assessment for income tax for 1919, according to following statement:

Stock, gen. mdse., per inventory for 1917		$5,499.55
For 1918		5,989.47
Paid for mdse. in 1918		23,586.16
Sales, 1918		27,540.75
Sales for 1917		16,168.00
Expenses for 1918:—		
1. Interest on liquid assets per inventory, 1917	$ 429.05	
2. Rent: Own bldg., but chg. on value $2,200 at 6%	132.00	
3. My salary (I employ no help)	1,200.00	
4. Fixed Exp.: fuel and light..$103.00 Insurance and taxes 79.63	182.63	
5. Freight (frght. on flour and feed not included)	362.38	
6. Cartage	35.00	
7. Incidentals, stamps and stationery.	40.00	
8. Advertising	27.95	
9. Donation and subscriptions	20.00	
10. Interest on note, $18.45, and loan at bank, $10.95	29.40	
11. Depreciation on stock	315.24	
	$ 2,831.95	

How much of this is net earnings and can be assessed for income tax?

* * *

The income tax feature of this has been handled long ago, but look at that splendid array of real business expenses! How many of us, without the spur of necessity to save all we can from the tax-gatherer, would think of more than half those items? Yet there is not one of them that does not lie against every business whether we figure them in or not.

Pays It All Himself

Now look at items 1, 2, 3, 11 and 12, They foot up $2,134.59 and they are all paid by this grocer to himself! There is only $697.3 left that actually goes out of his hands. Of that, $397.38 is freight and cartage, which I feel sure does not belong where he puts it at all, but has been absorbed into his costs as it should be and therefore has been recovered with his sales. It therefore is a surplus entry and the real money which passes out of his hands for expenses of all kinds is less than $300, plus the actual repair and replacement expense on his building. There's tight business economics for you!

But taking him at his own figures all the way through, we have against sales in 1918 total expenses of $2,831.95, which figures out to a trifle over 10.28 per cent. Next, going on the theory that stock now is the same as in the beginning of 1918, there is a spread between purchases and sales of $3,954 and a stock gain of $489.88, or a total of, roughly, $4,444. That shows gross earnings of over 16.13 per cent. It leaves net earnings at more than 5.85 per cent., or a money gain of around $1,600 for the year, besides all he has figured into the expense and depreciation statement!

In that exceedingly tidy little business I can see but one flaw—the slow turnover. It is only about 3.8 times, but even that may be palliated by the mixed character of the stock. He may be able to make such a fine showing by reason of carrying things which others in his neighborhood do not carry.

Better Merchants Made by Taxes

There are many items the tax gatherer will not pass in that list; but there are some he will insert in another form to take their place partly. But the illuminating point about this statement is the way it illustrates how income tax laws make better merchants despite themselves. Merchants now are compelled to think logically about their business status. That really is all that is necessary. Once get a man started thinking on these lines and he will be simply amazed that he ever got on without such accounts or that he ever thought such details "dry!"

Another "Amateur" Makes Good

Success stories are everywhere, I find. This time one comes from Northern Ontario, and I shall let the writer tell it:

Dear Sir:—Ulster Grocer seems to think your former correspondent overstated things, but I do not, and here is why: I was married 15 years ago. My surplus on which to start life was $175 I had paid on a home and nothing else except a $15 suit of clothes and a good, strong arm to use pick and shovel. That was my trade. Of course, I was only a boy, as I am not yet 35. I worked six years for the other fellow and then I had $400 paid on my home, some furniture, and $150 lot that I offered for $100 and could not sell.

I rented a store on my face, got $300 worth of stock on tick, and could not pay the freight on it when it arrived because it was not pay day at the factory. I have been in the grocery business nine years. If I had not gone in, I might by this time have had my $1,200 home paid for, possibly. But in the meantime I lost $386 I lent a man and have had $100 given me. At my last stocktaking in January this year I was $11,035.54 ahead of the game. Of this total, $5,100 is giving me 6 per cent. interest and the balance is invested in the business.

I do not agree with all your figures about $2,000 a year salary, etc. I think that a man that starts in business should run his own business and know that he is safe. I figure an average of 12 per cent.—I per cent. advertising, 1 per cent. charity (which I take out of the cash every night and put by itself). The other 10 per cent. is for overhead and my salary.

I do not deliver nor give credit for the last three years. I would not sell my household effects for $1,000 to-day. I am the father of nine—in fact, No. 9 is having a sleep alongside this desk as I write. I think I am having a good time. I do not hesitate to take a trip. I do not worry. In fact, I never laid awake but one night in my life, and that was thinking out how I was going to make an article that I never got time to start.

My mother is Dutch, my father Irish and I a Yankee by birth. If you can make a story of this, okeh. It may sound fishy to you—it often does to myself. This is Thanksgiving Day or I would not have time to write to you. I might say to close: Don't stay in a rut. Oxen were good enough for our forefathers but we'd look like hell driving oxen now!

Making a "Human Document"

That's the way to make a human document—and surely here we have one fresh from the press. Lay awake and worry a bit. Then some time when you are to plumb full of the subject that you just have to get it off your chest, grab your pen and go to it! Never mind style or spelling—those are incidentals. Get out the facts! If you do that, the stuff will make a "story" without any dressing up, for it will have the heart in it.

Good health; 35 years *young;* over $11,000 earned by himself; and nine children—all huskies, I bet—who could ask for more than that without making a hog of himself?

And of course, he does not have to agree with me. Men who find their way into new fields and make good therein are a law unto themselves. Success succeeds. It always justifies itself. When a man succeeds, he can set up some special rules of his own. You must bear in mind that I am trying to help men who are not quite so sure they are right; who find themselves unable to meet their bills or something like that and do not know where the troubles lies.

But just the same, my friend, now is a mighty good time for you to lay down a few guide lines for your own affairs. Not $2,000 a year? All right. It has cost you something to live during the past nine years. It has cost you more each year. Just what have the figures actually amounted to? Just what is a fairly accurate rate for 1919? Is the 12 per

Continued on page 44

HEROIC DEEDS REVEALED IN PRIZE COURT

Report of Prize Court Hearing Speaks of Exploits of Capt. Magor, Who Was Killed in 1918

A despatch from London, England, of recent date, will be of interest to the Canadian grocery trade, dealing as it does with the exploits of one who previous to the war was in constant and intimate touch with the trade. The despatch reads as follows:

"LONDON, Nov. 28.—The exploits of Canadian airmen have been brought freshly to the attention of the British public this week in connection with a prize court hearing, and a new book. The exploits of Captain Norman Ansley Magor, D.S.O., A.F.C., of Montreal, were cited as evidence in an application by Capt. C. E. Lusk, of Toronto, senior surviving officer of H. M. Seaplane 8695, for a bounty for the destruction of German submarine U-C 72 in 1917, by bombing. A bounty of £160 was granted.

Captain Magor was in command of the 8695 during this adventure. He was also leader of the first flight which ventured from Felixstowe into Heligoland Bight and destroyed two German seaplanes. On this occasion his machine was riddled with bullets, and it took a mechanic an hour to repair the bus from one of the wings. Captain Magor was killed 1918, being shot down whilst on patrol while fighting against overwhelming odds."

Editorial Note:—Captain N. A. Magor is known to many readers of CANADIAN GROCER, having regularly called upon the trade before the war, soliciting for his firm. Magor, Son & Co., Ltd., of which he was vice-president. A brother, Captain Gerald A. Magor, also in the Royal Air Force, was severely wounded in the Eastern Mediterranean in 1917, and killed in action in April 1918. The two brothers passed out within three days of each other.

The Late Capt. Norman Ansley Magor, D.S.O., A.F.C.

Another Consumers' Association

United States Concern Falls Under Ban of Government—Practice Identical With That Adopted by Canadian Concern

THERE has been so much interest taken in how a certain concern in Windsor, Ont., can quote the prices it does, that the case of a similar concern that has fallen into the toils across the line may be of interest.

The Big Four Grocery Company, West Lake Street, Chicago, a mail-order house, advertising widely to sell a combination grocery order, including ten pounds of granulated sugar for 45c, is charged with deceptive practices by the Federal authorities in Chicago. As a result of a complaint by the Chairman of the Retailers' Sub-Committee of the Fair Price Committee of Illinois, the district attorney will present to the grand jury a test case covering the offerings of this concern.

This mail-order house, declared to be doing a big business as a result of its wide-spread advertising campaign in farm papers and country weeklies, follows the usual plan of selling sugar in combination with other items. In the prices charged for the items other than sugar in the combination the Government declares the retail sugar prices are more than evened up.

Quotes Sample Order

A sample of the combination order is as follows:

Ten pounds granulated sugar	$0.45
Three bars Ivory soap	.10
One pound of pure baking powder	.38
One pound best uncolored Japan Gunpowder or English Breakfast tea	.60
One pound high grade coffee	.40
Two pounds pure cocoa	.90
One-half pound bitter chocolate	.27
One can, 15 oz., large can, talcum powder	.25
One bottle root beer extract	.25
One bottle, 4 oz., pure vanilla extract	.44
One bar Fels Naphtha soap	.02
Two packages dyflake—a permanent dye	.20
	$4.26

U. S. Figures Prices $3.93

The Government figures this order at the following basis: Sugar, $1.35; Ivory soap, 21c; baking powder, 20c; coffee, 25c; tea, 40c; cocoa, 50c; bitter chocolate, 20c; talcum powder, 15c; root beer extract, 25c; soap, 7c, and dye, 10c. The total is $3.93 for the same order.

It also was pointed out that the commodities, with a few exceptions, are not standard brands, and that this makes a material difference in the make-up and cost of the order.

BUYER HAS RIGHT TO EXAMINE

Judgment in Montreal Court Holds That F.O.B. Shipping Point Sale Did Not Refuse Right of Inspection

Mr Justice MacLennan, in the Superior Court at Montreal recently, delivered judgment in which he maintained that as a principle of law, a buyer of goods shipped to him from a distance has the undoubted right, before acceptance and before becoming liable for the price, to examine the goods to see if they are in accordance with the contract, even if they were shipped f.o.b. at the place of purchase.

The case was one in which Brace, McKay & Company, Limited, of Summerside, P. E. I., sued William Schmidt & Company of Montreal, trading as the St. Louis Grain and Feed Company, for $1,054.04, balance alleged due on the sale of a car of potatoes, which were shipped "f.o.b. Summerside," to Mile End station, Montreal. The plaintiffs sent the bill of lading to the Bank of Commerce, Montreal, and made a draft against the amount.

The potatoes reached Montreal on July 4, 1917, but the defendants refused to accept them because the plaintiffs declined to allow the potatoes to be examined and inspected on arrival. They pleaded that the potatoes had been sold "f.o.b. Summerside," and "stock guaranteed good when shipped."

Mr. Justice MacLennan dismissed the plaintiff's action.

WM. PATTERSON & SON CO., BRANTFORD, ENLARGE PLANT

The main plant of the William Patterson, Son and Company, Brantford, Ont., will be practically doubled by a new building, arrangements for which have been just completed. Between the premises at 36 and 38 Colborne St., a four-storey building, with basement, will be erected, and the expenditure will run from $25,000 upwards. The new factory will be used for the manufacture of candy entirely. Building operations will be commenced at once.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIII. TORONTO, DEC. 5, 1919 No. 49

THE Associated Boards of Trade favor the use of a nickel coin to replace our present five and ten-cent piece, and a new three-cent piece. The new coin would be of unquestionable advantage, while everyone realizes that the Canadian five-cent piece is about as impractical a bit of coinage as exists anywhere. The idea of using nickel is a good one.

ANOTHER CONSUMERS' ASSOCIATION

THE Federal authorities in Chicago have stretched out their arms and gathered in a large grocery mail-order firm for advertising sugar at absurdly low prices in combination with other commodities. This method of combination sale, is considered a deceptive practice by the Federal authorities, and they will have to appear before a jury to defend their case.

HERE'S HOPING

THE Toronto *Globe* quotes James Simpson, speaking on the union of the farm and labor interests in Ontario, as saying that as well as a political alliance there would shortly be developed a commercial alliance, which according to the optimistic Mr. Simpson, would result in higher prices for the farmer and lower prices for the consumer.

This is a condition to be devoutly hoped for and if the present Ontario Government can achieve these things, they will certainly have the good wishes of the public. Just at the first blush it is difficult to see how, if the farmer is paid more for his hogs the consumer is to pay less for his bacon, but then, of course, we are arguing on things as they have been under the old form of Government. Perhaps the new regime may get over these annoying little obstacles such as supply and demand that have to the present cluttered up things considerably. Anyway, here's hoping!

SEVERE PENALTIES NEEDED

RECORDER SEMPLE, in a Montreal court, made a scathing arraignment of certain milk dealers who had been found guilty of distributing milk that was filthy and contaminated.

"It is a shame," declared the Recorder, "to sell such filth to the poor. It is upon milk that the lives of the infants depend. . . . . A man selling such milk may be a possible murderer; there is no question but that he is a thief."

These words are not too strong. The man who knowingly sells poisonous food is potentially a murderer, and there should be some law capable of dealing with him as such.

Fortunately such cases are comparatively rare. The world is moving forward, and one of the fairest signs of this tendency is to be found in the higher ideal of business honesty that exists to-day.

REMEDIES THAT DO NOT CURE

THE State of Montana has adopted an interesting plan that is expected to be a death blow to all manner of profiteering. On and after December 1, in that State, every article offered for sale must bear the invoice cost as well as the selling price. In the case of bin or bulk goods where a tag cannot be put on the article, it must be recorded on placards five inches long by three inches wide and conspicuously placed on the container. Not only is the retailer affected, but the departmental stores, the wholesaler and the jobber, in fact anyone who sells anything must post in a conspicuous place in each department the names of the commodities sold therein accompanied by their cost price and their selling price.

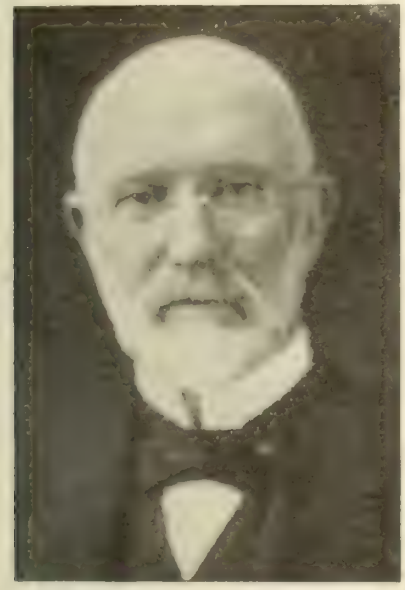
The originators of this scheme are confident that it will stop profiteering in Montana. A casual consideration of the law would seem to suggest that it would not only stop profiteering, but all sound and honest business as well.

The idea of making the general public judge and arbiter of prices and margins, is an idea suggesting a lack of judgment that even all the thoughtless orders and restrictions of past years have never equalled. What does the average housewife know, for instance, of the cost of delivery. If cornered on the question she will probably state that the delivery costs nothing, for the grocer was coming that way anyway. It is to such a profound ignorance of conditions of trade that the State of Montana is turning for its judgment on what represents a sound and honest business practice.

SIR JOSEPH FLAVELLE RELINQUISHED CONTROL OF WM. DAVIES CO.

Sells His Interests to Certain Interests Headed by E. C. Fox, the Present Manager

A persistent rumor lately gained currency to the effect that Sir Joseph Flavelle had sold out his interest in the William Davies Company to the Wilson and Company interests of Chicago. This rumor was emphatically denied both by Sir Joseph, and by the president of Wilson and Company. Unquestionably the rumor arose from the negotiations that have been under consideration for some time between E. C. Fox, general manager of the company, and Sir Joseph Flavelle, who up to the present has held a controlling interest in the business. Mr. Fox has associated with him a group of associates who between them have finally arranged to take up Sir Joseph Flavelle's holding, Sir Joseph withdrawing entirely from any financial interest in the company. This change in the control of the company has necessitated some changes that are at present being put in force, and at the same time have given opportunity for certain changes, notable among these being the acquisition of a packing house in Chicago, to look after the American business of the company and to provide working capital. It is understood that the shares of the William Davies Company will be shortly listed on the stock exchange.



SIR JOSEPH FLAVELLE.

Who has disposed of his controlling interests in the William Davies Company, to a group headed by E. C. Fox, the general manager of the company.

EARLY CLOSING BY-LAW PASSES IN TORONTO

Passes With But One Dissenting Voice and Becomes Effective December 12

The early closing by-law, which has been a matter of contention for months and even years was finally passed with but one dissenting voice at the meeting of the City Council on Monday evening.

The by-law affects all grocery and fruit stores and provides that such stores shall close every evening at 7 p.m. except Saturday and days preceding a holiday, and on Saturday night at 11 p.m. The by-law becomes effective on December 12.

E. C. FOX,
General manager of the William Davies Co., Toronto.

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A Towns and Cities Under 10,000 Population		CLASS B Centres Over 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

A. E. Le Gresley, general merchant, Grand Anse, is dead.

W. E. Snook of W. H. Snook & Co., grocer, Truro, N.S., is dead.

QUEBEC

A. Clement 158 Chabot street, Montreal, has sold his grocery business to L. Belisle.

J. A. Cardin has purchased the grocery business of Z. Richard, 91 Cuvillier street, Montreal.

Lepine & Lepine, 1283 Des Erables street, has purchased the business of J. E. Pilodeau, Montreal.

Z. Pesant has disposed of his business to C. Frechette, 2027 Ontario Street East, Montreal.

A. Lafond, 1642 Masson street, Montreal, has disposed of his grocery business to Omer Turcotte.

J. Delongchamps, 1317 St. Denis street, Montreal, has disposed of his grocery business to Willie Turcotte.

W. H. Ault, of the live stock branch of the Department of Agriculture, Ottawa, was a visitor to Montreal on Monday.

H. McNeely has been appointed acting manager of the Montreal branch of the Thos. J. Lipton Co., wholesale tea importers.

R. C. Hannan, until recently, manager of the Montreal office of Thomas J. Lipton, has resigned to assume the managership of the Vlit Manufacturing Co., Limited, Montreal.

A. I. Reynolds, of the Beacon Oyster Company, Wickford, R.I., producers of various fish products, was in Montreal calling on the fish trade.

The Kavanagh Provision Company, Montreal, has disposed of its North End branch at 235 Laurier Avenue West, to Sauvageau Provision Company.

The Vlit Mfg. Company, Limited, Montreal, succeeds the Vlit Manufacturing Company, Registered, and is being capitalized at one hundred and fifty thousand dollars ($150,000). This company has offices and warehouse at 223 McGill street, Montreal, and the president of the newly formed firm is C. H. Higginson, and the manager, R. C. Hannan.

In speaking with Mr. Hannan, he intimated to CANADIAN GROCER that their product, "Vlit" furniture polish, would be made in Montreal and distributed throughout Canada. The new capitalization will afford the necessary means for an expansion which is contemplated in the immediate future, it was stated.

ONTARIO

Richard H. White, Toronto, has sold out.

W. E. Ives, grocer, Toronto, has sold out.

Alex. McCabe, grocer, London, has sold out.

Chas. Tassie of the Tassie Co., Dresden, is dead.

B. Kelly, grocery, Toronto, has sold to H. Benton.

Jas C. Wilson, sr., general merchant, Moncton, is dead.

F. C. Bell, grocer, Toronto, has sold to Godden Bros.

Speers Bros., Toronto, have sold to the Loblaw Stores.

G. A. Young, grocer, Tin Cap, has sold to D. A. Johnson.

Asa Nixon, grocer, Toronto, has sold to Rowland Hough.

Steele & Co., grocer, Toronto, has sold to J. Sherwood & Co.

Dorkin & Co., grocers, Toronto, have discontinued business.

Egerton W. Pearen, Toronto, grocer, has been succeeded by Jas. Margetts.

Flora Pollock, grocer, Toronto, has sold to Sarah Schnitzer.

Wm. Ballantyne, grocer, Toronto, has sold to David Schneiderman.

J. M. Roche has opened a flour and feed store at Killaloe Station.

F. T. Sexton, grocer, Toronto, has been succeeded by Cardwell and Reid.

W. G. Pitt, general merchant, Thorndale, has sold to W. A. Jamison.

Geo. H. Henwood is opening a new store at 15 James Street, St. Catharines.

John Diprose, grocer, London, has sold his South London branch store to John Ritter.

The grocery business at 2356 Queen St. E., Toronto, has been taken over by Mrs. N. Lloyd.

The estate of C. H. Velin, Armstrong, general merchants, have sold to the Armstrong Supply Co.

Mrs. B. Osborne has opened a grocery and confectionery business at 998 Bathurst Street, Toronto.

J. J. Coyle is moving to 1427 Yonge Street, Toronto, to the premises recently occupied by W. MacKenzie.

H. E. Parker has taken over the grocery store formerly operated by his brother, W. J. Parker, at 369 Dundas Street, Ingersoll.

A. G. Robinson, who has been in business at 898 Queen St. E., Toronto, over twenty years, has disposed of the business. Mr. Robinson is leaving shortly for Florida.

Five hundred Chatham, Ont., business men were entertained at lunch recently by Wilson & Co., who recently took over the Chatham Packing Co. plant.

W. A. McMaster has taken over the business of W. J. McBurney, Havelock.

C. A. Turvey has purchased the grocery business of J. A. Calder, of Simcoe.

A new grocery has been opened at Noble's old stand, Strathroy, by Fitzpatrick and Claxton.

W. W. Milligan has purchased the grocery store of J. A. Jeffs, and is conducting business at the same stand.

M. Gleeson, of Greenwood, Ont., after 42 years in business, is retiring and has sold his business to Bert Harvey & Son, who will conduct it in future.

W. F. Buchan has taken over the store formerly occupied by L. G. Werner, Dunnville, and is operating it on the cash and carry plan.

M. E. Ratz, recently returned from overseas, has taken over again the general store business operated by W. D. McKellar in his absence.

W. D. Handley, Belleville, Ont., has disposed of his produce business to Findlay & Philbin of St. Lambert, Que., and leaves this week for London. Mr. Handley has been a prosperous and active merchant and secretary of the local branch of the Retailers' Association.

R. C. Wilson, a grocer residing at the corner of Hill and Waterloo streets, London, Ont., was injured recently when the horse which he was driving became frightened at a G.T.R. train and ran away. Mr. Wilson was thrown from the waggon and received a bad cut on the head and eye, as well as sustaining injury to his arm and leg.

The Dundas Co-operative Society have made arrangements for the purchase of Geo. H. McNeill's Grocery Store, Dundas, Ont., opposite the Post-office, and expect to start business on the first of December. W. H. Joss, of Hamilton, a returned soldier who has had experience in the co-operative business in the Old Country, has been appointed manager. Though Mr. McNeil has sold his business, it is not his intention to go out of the grocery business here, but he will open another store.

WESTERN

J. H. Barter, general merchant, Forester, Sask., has sold out.

John Marchak, general merchant Perdue, Sask., has suffered loss by fire.

Chas. H. Morgenstein, grocer, Saskatoon, has sold out.

The Sheho Supply Co., general store, Sheho, Sask., has suffered loss by fire.

The P. & B. Company have opened a general store at North Battleford, Alta.

Henning and Bateman, general merchants, Melville, Sask., have dissolved partnership.

The Woell Mercantile Co., general merchants, Muenster, Sask., have suffered loss by fire.

D. Isenberg, Wellington Ave., Winnipeg, Manitoba, has disposed of his business to H. Wannacott.

The St. John's Veterans' Co-operative have opened a grocery and provision store in North Winnipeg, Manitoba.

The Kildonan Veterans' Co-operative Society, Kildonan, Manitoba, have recently added an up-to-date fresh meat department to their store.

Trelevan and Campbell, who operate a large grocery and provision store at Hargrave and St. Mary's Ave., Winnipeg, have disposed of their business to Mr. Lemon.

C. F. McGhie, who recently disposed of his business at Portage Ave. and Aubry Street to F. Ray, has gone to spend the winter months in Scotland and England.

The store of Woell & Mainser of Muenster, Sask., was destroyed by fire on November 15th last, damage to the buildings, fixtures and stock being estimated at $400,000.

Mr. Gordon, of Gordon and Miles, grocers and provision merchants, Notre Dame Ave. and Langside St., Winnipeg, who recently disposed of their business to J. Molison, is now on the sales staff of the Office Specialty Manufacturing Co.

The fire was discovered in the basement of the building at 1.15 in the morning, and despite the efforts of the local fire fighting apparatus the flames could not be checked until the store had been totally wrecked. The loss is only partially covered by insurance.

S. McBride, who operates the grocery and confectionery store on the corner of Notre Dame Ave. and Arlington Street, Winnipeg, has sold out to Kaplan and Isemberg, and has taken over the grocery and provision business from J. Carroll, on the corner of Ellice Ave. and Spence Street, Winnipeg.

THE F. J. CASTLE COMPANY, OF OTTAWA

President and Directors Give Dinner to Members of the Staff—Presentation Made and a Very Interesting and Pleasant Evening Resulted

The president and directors of the F. J. Castle Co., Ltd., entertained the staff and some of the old boys at a banquet at the Chateau Laurier on Saturday evening, Nov. 29th.

The dinner was a decided success and vividly illustrates what can be gained by co-operation between the employees and employer.

In addition to the staff there was present Chas. S. Smith, the manager of the head office of the Bank of Nova Scotia, the bankers of the company; H. D. Marshall, a former employee and now engaged extensively in brokerage business; J. J. Casey and J. L. Kennedy, both of whom were salesmen and now engaged in retail business in Ottawa.

H. W. CHAMBERLAIN,
President of the F. J. Castle Co., Ottawa.

Toasts were proposed to the various departments of the business and responded to by employees in each.

One of the most pleasant features of the occasion was presentations made by the staff to five of the ex-employees.

J. R. Gardner, who had been the manager of the company for several years, was presented with a beautiful set of pipes.

E. S. Robertson, who was for over thirteen years connected with the company as a salesman, was also handed a similar presentation.

J. J. Casey and J. L. Kennedy were respectively presented with a silver cigarette case and a golden Eversharp pencil.

H. D. Marshall, now in the brokerage business, was presented with a mahogany desk clock.

Each of these gentlemen responded, expressing their appreciation, and bringing before the staff many memories of the early day of the "Castle" Company.

Mr. Jas. Kyd, who has been connected with the buying department, and who is about to sever his connection with the company to enter business on his own account as a broker, was presented with a very neat travelling case, and expressed his appreciation in a feeling way, referring to the many kindnesses he had received from the salesmen and each individual member of the staff.

Before the close of the evening, E. W. Low, proposed a toast to the president, and presented him with a very neat mahogany mantle clock and a beautiful flower basket, containing a lovely assortment of chrysanthemums and roses, to be conveyed to Mrs. Chamberlain.

Mr. Chamberlain in replying to the toast referred to the early organization of the company in 1901. When the company first entered business, they erected a building on Queen Street, now known as the "Fraser" building. The property upon which this building was situated was originally a cemetery, and while excavations were being carried on, the remains of the original settlers were removed. This was not at all significant as the "Castle" company has never been a dead issue. During the early days, the company met with many difficulties, but none were too great to be surmounted by the energy and spirit of those who were at the back of the organization. In 1910, the business was removed to its present location, 685 Wellington street, and since that date the progress has been most marked.

The policy of the company was to confine its operations to a rather limited territory, but this ground has gradually been extended until now the interests of the firm are directed over a very large district.

He referred to the length of service of some of the employees, there being now several on the staff who have served the company for over ten years.

The heartiest co-operation exists between each department in the company's business and much of the success of the company is due to the mutual kindly feeling existing between the staff and the directorate.

GRAFTON, ONT., PIONEER DIES

George Hutchings, a well-known citizen and storekeeper at Grafton, Ont., is dead. He was sixty-five years of age and had been in business in Grafton for more than a quarter of a century. He leaves his wife, a daughter and three sons.

New Goods

Repetti's Tabs, while new to Canada, have been on the market in the United States for some time. Like Aromints, that are distributed by the same firm, Oliver, & Co., Ltd., King St. E., Toronto, they are put up in novel packages and are square, thick candy tablets flavored with pure fruit juices, which, it is claimed, will find a ready acceptance with the public.

A country-spanning Advertising campaign on Sunsweet

THROUGH full color pages in the dominant magazines of the country we are telling the story of SUNSWEET to the men and women of America—the people who really represent the purchasing power of the nation. And—we are giving this great reader-audience something *more* than pretty pictures. We are giving them helpful, healthful *information.*

We are showing the American housewife not only how to make new and uncommonly delicious dishes from prunes and apricots—but we are proving to her that nothing can take their place as necessary, economical fruit-foods.

Thus, SUNSWEET is becoming a national *buy-word.* There is sure to be a quickened demand for SUNSWEET Prunes and Apricots, and a wider, everyday use of them.

That's why it is to your profit-advantage to link your store with this powerful program of publicity that is popularizing this brand throughout the land. Order from your jobber—and write us for dealer helps and advertising material.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
San Jose, California

A cooperative growing, packing and marketing association of more than 7,500 growers engaged in this industry in California.

HERE *is the new way to buy, and sell, Sunsweet Prunes. It is a better way in many ways—for you and for the customer. It is more sanitary, more attractive, more convenient.*

SUNSWEET

CALIFORNIA'S NATURE-FLAVORED PRUNES

Sainsbury Bros., Canadian Representatives, Montreal, Toronto, Winnipeg

A chance to double your sales on prunes and apricots

THE live dealer who is quick to sense public demand will be quick to appreciate the sales-opportunity offered by this country-spanning campaign on SUNSWEET. For, it is just this kind of advertising that will make it easier for you to build up a larger volume of business on prunes and apricots.

True—the idea of packing dried fruit in cartons may not be wholly new. But —it is safe to say that this merchandising idea has never been put across in the same broad, national way.

And where do *you* come in? Right here: for SUNSWEET offers you not only a guarantee of the finest dried fruit California can produce; but, by the same token, SUNSWEET offers you a guarantee of larger sales and new customers, providing you prepare to get your share of this spirited demand.

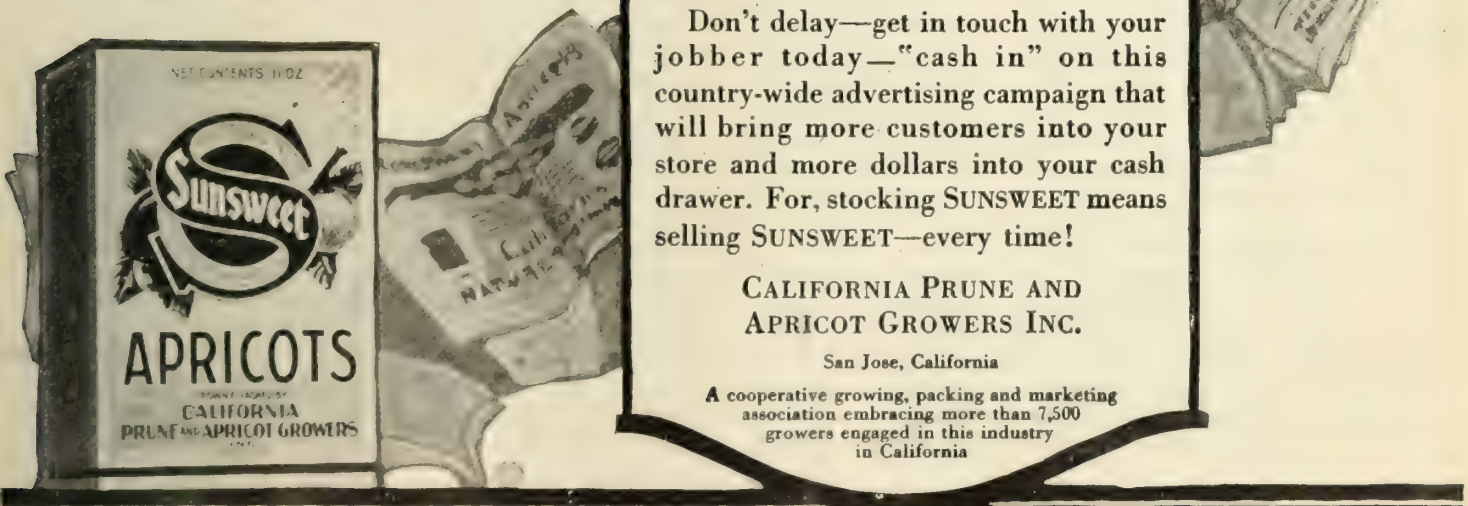
Don't delay—get in touch with your jobber today—"cash in" on this country-wide advertising campaign that will bring more customers into your store and more dollars into your cash drawer. For, stocking SUNSWEET means selling SUNSWEET—every time!

CALIFORNIA PRUNE AND APRICOT GROWERS INC.

San Jose, California

A cooperative growing, packing and marketing association embracing more than 7,500 growers engaged in this industry in California

AND here is the new way to buy, and sell, Sunsweet Apricots. This carton idea will make an instant appeal to your customers. Watch and see!



SUNSWEET

CALIFORNIA'S NATURE-FLAVORED APRICOTS

Sainsbury Bros., Canadian Representatives, Montreal, Toronto, Winnipeg

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets show sharp upward movements this week and many lines have advanced. Scarcity of commodities is the principal cause of the advances. Raisins are in very scant supply and wholesalers fear a shortage for the Christmas trade.

MONTREAL—Prices are higher this week on many lines. Atlantic Sugar Refineries' price on refined sugar has advanced as from November 28th to $12 per cwt. Klim milk has advanced one-half cent to 29½c to 31½c per pound, according to size. Pickles of Libby make are marked higher in the various sizes, both sweet and sour, as well as catsups and gherkins, while stuffed olives are advanced about 5 per cent. Cook's Friend baking powder is again advanced. Wethey's condensed mincemeat is up 15c per package for the condensed. Tomato soups are very active. Almonds are up about two cents in some markets, although jobbers' prices are unchanged as yet. Dried fruits are very firm and are in active demand. Rice is very firm and may advance. Coffee is steady and active and cocoa sales are large. Package rolled oats are firm and may advance at any time. Feeds are very active and bran and shorts are big sellers. Coarse vegetables are higher and apples are advancing. The general tone of business is active.

TORONTO—Two other refineries have followed the St. Lawrence Co. and have advanced their price of sugar 75c per cwt., making the quotation on the basis of Toronto delivery $12.21. St. Lawrence, Atlantic and Acadia are all now quoting their sugar at this figure. Dominion, too, has advanced its price to $12.21. General grocery commodities this week are for the most part very strong and tend to higher levels. The scarcity of raisins is very pronounced and not likely to improve before Chirstmas. There seems to be plenty of currants for the trade. New prunes and apricots are quoted this week. Prices are much higher than a year ago. All indications point to higher prices early in the new year on molasses, as all advices from primary markets point that way. Package goods are holding at firm figures with demand very active. Cereals are in demand and quotations are very strong. The rice market is unchanged, but advances are not unlikely. Teas and coffees show about the same situation as a week ago with houses quoting steady prices. Importers of spices look for a very strong market in the new year. Cream of tartar on spot is scarce, but prices show no change. Nuts of most varieties are arriving freely and should be ample for the Christmas trade.

The provision market shows little change on fresh meats and pork products, but butter and cheese are stronger. The former is up from one to two cents per pound and cheese also shows advances. Eggs are steady. Quotations on live hogs tend to decline.

WINNIPEG—The markets in groceries are all very strong with the tendency decidedly upwards. Sugar is still in very moderate supply and prices are strong. Raisins are scarce and the situation is giving some alarm in view of the heavy demands for this season. Teas continue to show a sharp upward trend and some importers are predicting dollar tea before many months. Rices are very firm, both Oriental and American. Confectionery continues to advance, largely due, of course, to the sugar shortage.

QUEBEC MARKETS

MONTREAL, Dec. 3—Considerable activity prevails in grocery markets and the outlook is satisfactory. The holiday demands are heavy and some of the holiday products have been arriving, such as dried fruits, nuts, peels, etc. There is need for more, however, and the tendencies for nearly all commodities are high.

Another Refinery Up in Price; Sugar Comes

Montreal.

SUGAR.—Another advance of price was recorded on the 28th of November, that of 75 cents for Atlantic Sugar Refining Co.'s product. It was stated in last week's CANADIAN GROCER that the possibilities were that other advances would shortly come. The Canada Sugar Refineries, at this writing, have not advanced their price, but the tendencies are firm. The arrival last week of two or three cargoes of raw sugar were very welcome and the market is ready for those as soon as they can be melted and delivered to the trade.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	12 20
Icing, 25-lb. boxes	12 60
Icing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40

Yellow, No. 4		10 55
Powdered, barrels		12 10
Do., 50s		12 30
Do., 25s		12 50
Cubes and Dice (asst. tea), 100-lb. boxes		12 60
Do., 50-lb. boxes		12 70
Do., 25-lb. boxes		12 90
Do., 2-lb. pack.		14 00
Paris lumps, barrels		11 85
Paris lumps (100 lbs.)		11 95
Paris lumps (50-lb. boxes)		12 05
Paris lumps (25-lb. boxes)		12 25
Paris lumps (cartons, 5-lb.)		13 00
Do. cartons, 2-lb.)		13 25
Do. (cartons, 5-lb.)		12 75
Crystal diamonds, barrels		12 60
Do. (100-lb. boxes)		12 70
Do (50-lb. boxes)		12 80
Do (25-lb. boxes)		13 00
Do (cases, 20 cartons)		13 75

Canned Goods Are Very Good Sellers

Montreal.

CANNED GOODS.—The movement of canned goods is considered seasonable by the trade and for fruits it is probably heavier than for vegetables. Some better grades of the latter are arriving from Ontario and from California points. The price tendencies are strong.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00
No. 2		20 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	4 65	4 00
No. 2½	4 80	5 15
Pears, 2s	1 25	1 50
Do., 2½s		5 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
Do., 2-lb. talls, doz.		2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup		2 45
Gages, green, 2s	2 40	2 4
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 6

Almonds Are Higher; Nuts Very Active

Montreal.

NUTS.—The almond market, that is for shelled is ruling higher at import points, and a two cent advance is reported. This will probably reflect itself here in the not distant future. Supplies have been widely distributed to the various jobbers, and the retail trade has been stocking up against the needs of the holiday season. The next few weeks are expected to be extremely busy ones.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled		0 62
Do., Jordan		0 75
Brazil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.		0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Fifteen-Twenty Prunes Are Sold at Big Price

Montreal.

DRIED FRUITS.—It is stated that, while the receipts of prunes are readily distributed to the jobbing and retail trade there are still supplies to come that will be eagerly awaited and readily sold. One informant states that a quantity of "15-20" prunes sold for 45 cents per pound, and that they are readily picked up when available. This means that a retail price would be around 60 cents the pound. Raisins are not very plentiful and some are wishing that they had bought months ago, now that prices have reached double the booking prices of last summer. There is an active demand for peaches, apricots, currants and peels. The markets are very firm.

Apricots, fancy		0 36
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)	0 23½	0 24
Peaches (fancy)		0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon		0 45
Orange		0 46
Citron		0 68
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown		0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.		0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded		0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 25
Do., Greek, 15 oz.		0 25
Dates, Excelsior (36-10s), pkg.		0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Figs (layer), 10-lb. boxes, 2s, lb.		0 40
Do., 2½s, lb.		0 45
Do., 2½s, lb.		0 48
Do., 2¾s, lb.		0 50
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 28-lb. boxes, each		0 14
Do., 28 8-oz. boxes)		3 50
Do (12 10-oz boxes)		2 20
Prunes (25-lb. boxes)		
20-30s		0 32
30-40s		0 30
40-50s		0 25
50-60s		0 22
60-70s		0 21
70-80s (25-lb. box)		0 20
80-90s		0 18½
90-100s		0 17½
100-120s		0 17

Best Beans Demanded But the Sales Light

Montreal.

BEANS.—The movement of beans, being limited, the trade is seeking and purchasing the better grades. This year's crop affords the buyer a better quality of beans than he has been able to procure heretofore, that is to say, the average grades are better than those of 1918. It is expected that cold weather conditions will serve to create a renewed demand.

BEANS—		
Canadian, hand-picked, bush.	5 25	5 40
Japanese		5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 17
PEAS—		
White soup, per bushel		4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

Honey is Steady and Fair Sales Reported

Montreal.

HONEY, MAPLE PRODUCTS.—There is a demand for honey, and this has settled down to a more or less settled thing, the retail trade buying in fair, but not in excessive quantities. The supplies are quite ample both of clover and of buckwheat grades. Maple sugar and syrup are both selling in seasonable lots, but the whole demand is, of course, confined to small totals. There is ample stock in the country, it is stated, for the present and future needs.

Maple syrup—		
13½-lb. tins (each) (nominal)		
10-lb. cans, 6 in case, per case		16 10
5 gal. (Imperial), crated		16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case		7 00
In cases of six, 5-lb. blocks, cs.		9 60
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 26
In tins, 60 lbs., per lb.		0 24
30-lb. pails		0 25
10-lb. pails		0 26
5-lb. pails		0 25
Buckwheat (60 lb. tins), lb.		0 19

Rice is Fair Seller And Tendencies Upward

Montreal.

RICE.—The movement of rice is not large, but steadiness is reported. Prices while not advanced from the levels obtaining in recent weeks, are decidedly firm. All advices that come to hand indicate a firm market, and there is no evidence at this writing to indicate a lowering market. Tendencies are decidedly of an upward nature.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)		17 00
Do., No 2		16 50
Do., broken		13 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14½	0 15½

Broken rice, fine	....	7 00
Do., coarse	....	6 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Sales of Corn Syrup Are Big; Molasses Firm

Montreal.

SYRUPS, MOLASSES.—The demand for corn syrups is reported heavy, and the supplies are taxed considerably. There is plenty of stock to meet the needs of the present time, but it depends upon the receipt of ample coal supplies whether there will be enough syrup for the needs of the winter season, when syrups sell freely. While the molasses market has not moved this week from a price standpoint, the undertone is firm. The jobbing trade expects a very high market to rule for some time.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half barrels	....	0 18½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Some Coffee Via England; Cocoa is Active; Steady

Montreal.

COFFEE, COCOA.—The market for coffee has been active and has steadied down to quite a regular demand. The undertone is steady. One of the importers states that some coffee is coming to Canada via England, and this is an indication of supplies beginning to arrive from the European production centres. The cocoa market is steadier and the conditions are more normal. Demand is active and the jobbers and importers are very busy.

COFFEE—		
Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Excellent Teas Arrive; Good Active Selling

Montreal.

TEAS.—The receipts of teas from the Japan market are said to be of even better quality than was anticipated. The growers are sending forward booked orders, and the advices all indicate that prices are bound to hold, that is to say, there is no evidence of weakness. Some expect higher prices will soon be effective. The exchange situation is still a big factor in influencing prices, while the steady increase in consumption is a factor also.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Holiday Trade Makes Spice Trade Brisk

Montreal.

SPICES.—The movement of spices to the trade is reported as heavy, and the various items in the list are mostly firm. No actual price changes are reported for the week.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Cereals Are Steady; No Actual Changes

Montreal.

CEREALS.—The list is unchanged, as far as prices go. Movement of supplies to the trade is probably a little improved over that of a week ago, and there has been a wide bidding for business. The price-cutting that has existed for some weeks is becoming less, some assert. Best rolled oats are inclined to firm, although there has been no actual change. Cornmeal is moving.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	6 00	6 25
Barley, pot, 98 lbs.	5 00	5 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	6 00
Oatmeal (standard-granulated and fine)	5 35	6 50
Rolled oats, 90-lb. bags	4 75	5 00
Rolled wheat (100-lb. bbls.)	....	7 10

May Be Higher Price On Packaged Oats

Montreal.

PACKAGE GOODS.—The sale for package goods is reported to be active and the available stocks of most lines are quite ample for the present needs. It is probable that there will be an advance this week for package rolled oats.

PACKAGE GOODS		
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3½s, case	3 50 3 65 3 75 3 90	4 25
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Health bran (20 pkgs.), case	....	2 60
Scotch Pearl Barley, case	....	2 35
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12
Flour, Tapioca	0 15	0 16

Wheat Flours Steady; Millers Quite Busy

Montreal.

WHEAT FLOURS.—Millers are still working on what export orders are still unfilled, but is understood that the orders for the last half million barrels of flour for export are to be completed by the 15th of December. Beyond that date, no orders, evidently, have been received. The lifting of rstrictions as to import, by the U. S. authorities, may have an effect on the market here later, but it is not clear yet that there will be any diverting of supplies to that market.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	**11 00**
Per bbl., in(2)cotton bags, 98 lbs.	....	**11 15**
Small lots, per bbl. (2) jute bags, 98 lbs.	....	**11 30**
Winter wheat flour (bbl.)	....	**10 75**

Hay Still Unchanged; Oats Higher; Barley

Montreal.

HAY AND FEEDS.—The delivery of hay has not been heavy, although several barge cargoes came to the port of Montreal this week. The farmers, who have large quantities of this, are unwilling to sell at lower prices, and if they hold indefinitely, the trade will simply have to pay the price. In the meantime, there is no change, but prices should be lower.

Feed oats are higher this week, and better grades, particularly, are firm. Barley is firm, and there is very little to be had.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	24 00
Do., No. 2	....	23 00
Do., No. 3	....	21 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 00
No. 3 C.W.	....	0 98
Extra feed	....	0 98
No. 1 feed	....	0 95
No. 2 feed	....	0 93

Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....

Potatoes to Hold High; Coarse Vegetables Up

Montreal.

VEGETABLES.—The potato market is firmer, although sales are still made at $2.25 to $2.35 per 90-lb. bag. The tendency is higher on coarse vegetables, generally, and beets, onions, and parsnips are marked up. There is a steady demand of a seasonable nature for most lines.

Beans, new string (imported) hamper	5 00	6 00
Beets, new, bag (Montreal)	....	1 50
Cucumbers (hothouse), doz.	....	3 00
Celery, doz.	....	0 75
Cauliflower (Montreal), doz.	2 00	4 00
Cabbage (Montreal), barrels	...	2 00
Carrots, bag	....	1 00
Celery, doz.	....	1 00
Do., California, 5-7 doz. crate	....	11 00
Garlic, lb.	....	0 28
Horseradish, lb.	....	0 25
Lettuce (Montreal), curly, doz.	....	0 75
Do. (Boston), head, crate	....	8 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Do., basket (about 3 lbs.)	....	3 50
Onions, Yellow, 75-lb. sack	....	5 00
Do., red, 75 lbs.	4 50	5 00
Do., crate	....	2 75
Do., Spanish, case	6 75	7 50
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 50
Potatoes, Montreal (90-lb. bag)	....	2 25
Do., New Brunswick	....	2 35
Do., sweet, hamper	....	3 00
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber, doz.	2 00	3 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes, hothouse, lb.	....	0 35

Highest Prices Yet Are Charged For Apples

Montreal.

FRUITS.—The demand for fresh fruits is excellent, and there has been a firming of prices for apples, the market for spies and better grades winter apples reaching very high figures. Apples in boxes are priced at $3.75.

Apples—		
Baldwins	7 00	7 50
Ben Davis, No. 1	5 50	6 50
Do., No. 2	....	5 50
MacIntosh Red	....	12 00
Fameuse, No. 1	12 00	14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	....	3 75
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	11 00	12 00
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	3 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96	....	4 00
Do., Florida, 54, 64, 80, 96	....	4 50
Lemons, Messina	....	6 00
Pears, Cal.	....	6 50
Pomegranates (boxes of about 80), box	....	3 00
Keiffer Pears (box)	....	2 75
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	....	6 25
Cal. Navels	....	7 00
Florida, case	....	4 00

ONTARIO MARKETS

TORONTO, Dec. 5—Three more refineries have announced advances in sugar this week, the advance amounting to 75 cents per hundred. The high price of raw sugars makes this imperative. Supplies are not at all abundant, although no actual shortage is reported. Raisins are in very scant supply and some wholesale houses are entirely without Thompson's seedless, and also the package. Prices have advanced in the past week. Quotations, generally speaking, in grocery commodities, are very strong and in some instances higher.

More Refineries Advance Sugar

Toronto.

SUGAR.—The sugar market continues very strong. Three other refineries have advanced their quotations 75 cents per cwt. Atlantic, Acadia and Dominion are also quoted at $12.21 on the basis of Toronto delivery. Supplies are not improving to any very market extent, although there seems to be ample to meet requirements. The high prices that are being paid for raws is responsible for the advance. They are at very high levels and all indications point to continued strength in the raw market in the New Year.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated	11 46
Dom. Sugar Refinery, extra granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

Spot Molasses Are Unchanged

Toronto.

MOLASSES, CORN SYRUPS.—There are no changes as yet in quotations on spot molasses and syrups. The market is strong, and the likelihood is that values will be much higher in the New Year. Advices from the West Indies and the Barbadoes are to the effect that the new crop will be very high, fully 30 cents per gallon in advance of former import prices. Corn syrups are in big demand at unchanged figures.

Corn Syrups—		
Barrels, about 700 lbs., yellow,		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	**5 95**
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case West Indies, 1½s, 48s	4 60	6 95
of ½ doz.	3 60	6 00

Package Goods Show Few Changes

Toronto.

PACKAGE GOODS. — The market for package goods is very strong, with few changes in prices, as compared with a week ago. Rolled oats are very firm around $5.60 for 20s. Wheat flakes in 24s are quoted at $5.60. Other lines of package goods are steady.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb., cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters	....	0 13¼
Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 60
Barley, 24s	....	2 60
Wheat flakes, 24s	....	5 60
Wheat kernels, 24s	....	4 60
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30
White flour, 24s	....	5 50
Graham flour, 24s	....	5 75

Bulk Cereals in Active Demand

Toronto.

CEREALS.—There is a very active demand for bulk cereals, and prices show higher figures in some instances. Pearl barley is quoted at from $7 to $7.50 for bags of 98s. Golden cornmeal is offered at from $5.75 to $6. Rolled oats in 90s range from $4.75 to $5. Split peas in 98s are selling at from 2½ to 8 cents, and blue peas at from 9 to 10 cents. Marrowfat green peas are selling at 11¾ cents per pound.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	....
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50

Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag	....	6 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	0 07½	0 08
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾

Canned Peas Are Being Cleaned Up

Toronto.

CANNED GOODS.—Canned peas are now pretty well cleaned up, and the season's output is pretty well in the hands of the retail trade. Tomatoes, too, have been in great demand, and the quantities available in the market are now comparatively small. Prices to the trade are unchanged. There has been an exceptionally heavy inquiry for canned fruits, and stocks of them, too, are getting low in wholesalers' hands. Strawberry jam is quoted higher at $1.25 for 4s.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 95
Alaska reds, 1s, doz.	1 25	1 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	...	6 00
Do., ¼-lb. tins	...	3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	2 00	2 05
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	...	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	...	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red Currants, 16 oz. doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 10
Strawberries, 16 oz. doz.	....	4 50
Do., 4s, each	....	1 25
Damsons, 2 doz. in case	....	7 00

Scarcity of Raisins Very Pronounced

Toronto.

DRIED FRUITS.—The scarcity of raisins is the feature of the market for dried fruits this week. Prices are from two to three cents higher, and supplies are exceedingly difficult to obtain. Some of the wholesale houses are without stocks. Thompson's bulk seedless are now quoted at from 23 to 24 cents. There are some Turkish sultanas on the market selling at from 25 to 27 cents. Table raisins in 20 lb. packages are selling at from $7.50 to $10.50. New prunes in bulk and also in the cartons are now being offered to the trade. The 5 lb. cartons are $1.15, and the bulk prunes range all the way from 16¾ to 25½ cents per pound. New Hallowee dates are 25 cents per pound, and apricots in 11-ounce cartons, 48s, are $4.55 per case.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. in case	....	7 00
Fard, lb.	0 28½	0 28¾
New Hallowee dates, per lb.	....	0 25
Figs—		
Taps, lb.	....	0 17
Malagas, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 1 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—	Per lb.	
10-50s, 25s	....	0 25½
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 19¾
70-80s, 25s	....	0 18¾
80-90s, 25s	....	0 17¾
90-100s, 25s	....	0 16¾
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches -		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	0 24	0 25
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets	....	0 20½
Seedless, Thompson's, bulk e.	0 23	0 24
Crown Muscatels, 25s	....	0 19
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

Teas Continue Upward Trend

Toronto.

TEAS.—The market in teas continues very strong, with practically no change as compared with a week ago. Some houses have advanced their prices, while others are selling at steady levels. There is little likelihood, however, of lower prices prevailing for some time to come, as all new buying is at very strong figures. Some houses have very little tea on hand, and are buying from competitors in order to supply their customers.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 61
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Are in Scant Supply

Toronto.

COFFEES.—Coffees in New York are crop and show further advances this week. Stocks on spot continue very light, and good coffees are hard to obtain. In fact supplies are getting low, and shipments are slow in coming forward. Mexican coffees are exceedingly scarce on this market and are offered to the trade at 55 cents. Rio coffees are from 35 to 37 cents.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 54
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Higher Prices on Spices in New Year

Toronto.

SPICES.—No changes are reported in the market for spices this week. All indications point to higher prices early in the New Year, according to advices from primary markets. Cream of tartar is unchanged, but is very strong. The French pure is selling at from 75 to 80 cents. American high test is quoted at the same figure. The market is almost bare of French pure cream of tartar.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — cage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

Nuts in the Shell in Heavy Demand

Toronto.

NUTS.—Nuts in the shell are selling freely for the Christmas trade. There is a big demand for all kinds. Mixed nuts in 50-pound sacks are selling at 33 cents per pound. New Grenoble walnuts are in stock. In bags of 110 pounds they are selling at 32 cents per pound, and in broken lots they are quoted at 34 cents. California walnuts are quoted at from 40 to 42 cents per pound. There will be no new crop of French walnuts to be had for the Christmas trade and the old crop supplies have been pretty well exhausted. Filberts are easier and are quoted at 25 cents per pound. Almonds are steady, and washed Brazils are up 1 cent per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags 100 lbs., lb	...	0 40
Walnuts, Grenobles, lb.	....	0 35

Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeau lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Rices Holding Steady and Firm

Toronto.

RICES.—The market for rices is steady and very strong. The crop damage of a few weeks ago in the Southern States tends to keep prices very firm. There appears to be ample supplies for the trade, however, and quotations show no change. Tapioca holds at from 14½ to 15 cents per pound and white sago is selling at 14 cents.

Honduras, fancy, per 100 lbs.	....	....
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	0 14½	0 15

Ontario White Beans Selling Freely

Toronto.

BEANS.—There is a big demand for Ontario white beans of the hand-picked variety. They are selling to the trade at $6 per bushel. There is also a good inquiry for marrowfats and they are selling at from $6 to $6.50 per bushel. Kotenashi beans are from $4.50 to $5 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.		5 00
Do., hand-picked, bus.		6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Higher Prices on Maple Syrups

Toronto.

HONEY, MAPLE SYRUPS.—There is an active inquiry for honey, and prices are very strong, ranging all the way from 18 to 28 cents per pound. Maple syrup is pretty well cleaned up, and is now largely in the hands of the retail trade. Any that is still available among distributing houses is quoted higher. The wine quart tins, 24 to a case, are $23. The half gallon tins are $20 per dozen.

Honey, Clover—		
5-lb. tins		0 28
2½s, tins		0 29
10-lb. tins		0 26
60-lb. tins		0 26
Buckwheat, 50-lb. tins, lb.		0 18
Comb, No. 1, fancy, doz.		....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	23 00
Wine ½ gal. tins, 12 to case, case	....	20 00
Wine, 1 gal. tins, 6 to case, case	....	21 00
Imp. 5 gal. cans, 1 to case, case	....	20 00
Maple Sugar—		
50 1-lb. blocks to case, lb.		0 29

Fruits Are in Heavy Demand

Toronto.

FRUITS.—There is a very active demand for fruits of all kinds in season, and the trade is ordering with a view to having plentiful supplies for the Christmas business. Bananas are quoted at 8 cents per pound. Most fruits are unchanged as compared with a week ago, and receipts are arriving freely. Valencia oranges range all the way from $4.50 to $6.25 per case. Lemons are from $5.50 to $6.50 per case. Apples in barrels are quoted around $6.50 for seconds, and at $5.50 for No. 3s. Box apples range from $3.75 to $4.25 per box.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
176s, 200s, 216s	....	6 25
150s and 126s	5 50	5 75
96s, 100s, 250s, 288s, 324s	4 50	5 75
Lemons, Cal., 300s, 360s	5 50	6 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 00	5 00
Apples		
Ontario Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	....	3 75
Jonathans, box	3 25	3 35
Kings, box	....	3 25
Snows, box	3 35	3 50
Spys, Ont., box	2 75	3 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s..	....	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box..	4 00	4 25
Nova Scotia Kings, bbl.	....	5 75
Cal. Pears	....	5 75
Grapes, Cal., Emperor, lugs	....	4 50
Do., barrels	....	7 75
Do., Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, bbl.	....	14 00
Do., half bbl.	....	7 50
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Potatoes Again Show Advance

Toronto.

VEGETABLES.—A sharp advance is shown in quotations on potatoes this week. There has been a steady jump now these past few weeks, and the present quotation is $2.60 per bag. Carrots are quoted at $1.25 per bag, and parsnips are $1.75. Onions show no change are compared with a week ago. Celery is $5.50 for 8 dozen bunches.

Cabbage, bbl.	....	2 75
Carrots, per bag	....	1 25
Parsnips, bag	....	1 75
Lettuce, Cal., head, crate 8 doz.	....	6 50
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	....	7 00
Do., 75 lbs.	....	4 50
Spanish Onions, large cases	....	7 50
Do., small crates	....	2 50
Do., Cal. Australian Browns, 100 lbs.	....	7 25
Onions, white, large sacks	....	6 50
Celery, 8 doz.	....	5 50
Cauliflower, box 12	2 00	2 50
Potatoes		
Ontario, 90-lb. bags	....	2 60
Quebec, 90-lb. bags	....	2 60
Jersey Sweet Potatoes, hamper	....	2 75
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 00

Flour Quotations Are Unchanged

Toronto.

FLOUR.—No change is reported in flour quotations. Ontario winter wheat flour is not selling actively in this market. There is a large export business in Manitoba flour at the present time.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
Do., in jute bags	....	11 00

Millfeeds Steady at Fixed Prices

Toronto.

MILLFEEDS.—Millfeeds are in demand at the prices fixed. There is a very active inquiry for both bran and shorts.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, December 5.—There is not much improvement in the sugar situation here. It is still very acute. The scarcity of Californian raisins is also very pronounced. The market is almost bare. Nuts, too, are in scant supply. Teas and coffees are very strong.

Little Improvement in Sugar Deliveries

Winnipeg.

SUGAR.—The sugar situation is still very acute. There has been more sugar come forward the past week than for some weeks previous, but there are still many gaps to be filled up. The market is very firm, with an expected advance. As shown last week, one refinery has advanced their price 75 cents per hundred.

The British Columbia refinery has made a reduction in their output for December and January deliveries on account of the Government taking one of their boats for coal, which was expected to be used for the delivery of raws.

Market Almost Bare of Raisins

Winnipeg.

DRIED FRUITS.—The market is almost bare of California raisins. Shipments which have arrived have been picked up very fast, and it is very uncertain as to arrivals. A very heavy demand is reported, with higher prices looked for. Currants are in very active demand. Jobbers report light stocks with supplies coming forward very slowly. Prices are advancing rapidly, and it is felt that if prices continue to go much higher they will be away beyond their food value. First arrivals of figs were picked up very rapidly and jobbers report a great scarcity at present. Those who were not fortunate enough to have secured their requirements will have to buy on a much higher market as prices have greatly advanced and are expected to go higher.

Raisins—		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	....	0 16

Cal., bulk, seedless, 5-lb. carton, per carton	....	1 05
Cal., seeded, pkgs. 11 oz.	....	0 14
Do., 11 oz., fancy	....	0 15
Do., 15 oz., choice	....	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 17
Prunes—		
90-100s	....	0 18½
80-90s	....	0 19
70-80s	0 20	0 21
60-70s	0 21	0 22
50-60s	0 22	0 23
40-50s	0 24	0 25
Dates—		
Royal Excelsior, 3 doz. cases, per pkg.	0 19½	0 20
Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box	....	3 00
Figs—		
Spanish cooking, recleaned, per lb.	0 18	0 19
Cal. White Roedings, per lb.	....	0 23
Black Figs in Cartons, 10 x 15 per carton	....	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	....	4 10
Do., 6-row, 10-lb. boxes	....	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....	3 60
Do., 5-row, 10-lb. boxes	....	3 40
Fancy, 8-oz. bricks, 24 to box	....	3 35
Apricots—		
5-lb. cartons	....	1 85
Evaporated apples, lb.	....	0 20

Confectionery Up; Waxed Paper Higher

Winnipeg.

CONFECTIONERY.—Many lines of confectionery have shown a slight advance the past week, especially those in which nuts form a portion of the make up. It would not be surprising to see a general advance on all lines as manufacturers still claim they are below what they should be on account of the higher sugar market.

WAXED PAPER. — An advance on waxed paper was reported to-day. Wrapping paper of all kinds is looked upon as good buying as advances are looked for in the near future.

Oriental Rices Are Higher

Winnipeg.

RICES.—Oriental rice has advanced for arrivals from $35 to $45 per ton higher. American rices have also shown a slight advance and prices are very firm. Rice on spot is good buying at present prices. Both tapioca and sago show slight advances for import. The spot market is very firm and buying is very active. Higher local prices are looked for. Spot stocks are light with a heavy demand.

No. 1 Japan, 100-lb. sacks	....	0 17¾
No. 2 Japan, 100-lb. sacks	....	0 13½
Siam, 50-lb. sacks	....	0 13
Patna, 100-lb. sacks	....	0 14½
Patna, 50-lb. sacks	....	0 14¾
Ground rice, 100-lb. sacks	....	0 11
Do., 50-lb. sacks	....	0 11⅛
TAPIOCA—		
Pearl, sack lots, lb.	....	0 15
Do., broken sacks, lb.	....	0 16

Nuts Are Scarce; Shipments Held Up

Winnipeg.

NUTS.—Many shipments of nuts are still held up which is causing a very noticeable shortage. There is a heavier demand than usual with a gradual advancing market.

Predicts $1 Tea in a Few Months

Winnipeg.

TEAS.—Cable quotations received this week by importers make the prophecy of $1 tea a certainty within a very few months. Indian and Ceylon teas have reached hitherto unheard-of prices. Practically all Java teas on consignment have been cleaned up and quotations from that country are on a much higher level. A very large proportion of the Java crop has been sold on contract and is thus not available for the general trade.

Advances Looked For in Coffees

Winnipeg.

COFFEES.—Mild coffees are very firm. Many buyers are paying a premium for the better grades. Mexicans are very scarce and bringing higher prices. Brazil coffee continues to rise from the low point and must do so still as the already small stock diminishes. The general opinion in the trade is that a new high price will be reached before the next crop is harvested. There is a very noticeable difference shown in the quality of the coffee being used in the rstaurants and hotels, which will make a heavy demand for the cheaper blends when previously higher grade coffee was used.

Condensed Milk is Advancing

Winnipeg.

CONDENSED MILK. — Evaporated and condensed milk is in heavy demand with advancing markets. The export demand is exceptionally heavy and will continue so, as Europe has contracted for very large quantities.

Peanut Butter Likely to Advance

Winnipeg.

PEANUT BUTTER. — Peanuts are advancing very rapidly and a substantial advance is looked for in all lines of peanut butter.

No Changes in Flour and Feeds

Winnipeg.

FLOUR AND FEEDS.—The market for flour and feeds is unchanged. Both flour and millfeeds are in active demand.

Flour		
Government standard, 98-lb. sacks		5 35
Do., No. 2, 49-lb. sacks		5 45
Do., No. 2, 24-lb. sacks		5 55
Mill Feeds		
Bran, per ton	....	40 00
Shorts, per ton	....	50 00
Hay—		
No. 1 Timothy	....	30 00
No. 2 Timothy	....	28 00
No. 1 Red Tip	....	24 00
No. 2 Red Tip	....	22 00
No. 1 Upland	....	22 00
No. 2 Upland	....	20 00

Active Movement in Vegetables

Winnipeg.

VEGETABLES.—Potatoes are selling at from $1.75 to $1.90 per bag. Turnips are $2.50 per cwt. There is a very active movement in all vegetables.

Potatoes	1 75	1 90
Turnips, per cwt.	....	2 50
Carrots, per cwt.	....	4 00
Beets, per cwt.	....	3 00
Cabbages, per cwt.	....	4 00
Manitoba Onions, per cwt.	....	4 00
B.C. Onions, per cwt.	....	5 00

NEW FLOUR MILL FOR BELLEVILLE, ONT.

The Judge Jones Milling Company plant has been removed from Montreal to Belleville, Ont., and machinery of four plants has been installed in buildings there. In addition a large elevator is being constructed with a capacity of 45,000 bushels of grain. The firm manufacture cornmeal, oatmeal, rolled oats, and other cereals.

APPOINTED MANAGER FOR TRADE PROMOTION

A. E. Rubery has recently been appointed manager of the Trade Promotion Department of Armour & Co. Armour & Co. have now branches at Montreal, Toronto, St. John and Sydney, and Mr. Rubery, in addition to having complete charge of the trade promotion work from the head office at Hamilton, will assist the branch managers in developing business in their respective territories.

TO WEAR TWO CROSSES

Mrs. Henderson, wife of E. G. Henderson, manager of the Canadian Salt Co., Windsor, Ont., and mother of two sons killed in the war, has the right to wear two of the silver crosses being prepared by the Canadian Government for widows and mothers of men who were killed in battle or died while on active service. Two sons of the family paid the supreme sacrifice in the war.

CELEBRATES 16 YEARS IN BUSINESS

Mrs. M. K. Tisdale, who has successfully kept store in Port Dover, Ont., for sixteen years, was "At Home" to her friends and customers from 2 to 5 in the afternoon. Light refreshments were served by Mrs. H. Sinclair to those who called to wish Mrs. Tisdale many happy and prosperous returns of the day.

GOOD INFORMATION IN FALL NUMBER

Browns Ltd., Portage La Prairie, Man. —Your annual fall number was very interesting and has given us some good information. The article on going after the mail order house appealed especially to us.

WALNUT CROP INCREASE

The walnut crop of Southern California is estimated at 50,000,000 pounds, an increase of 4,000,000 pounds over the first forecasts of the yield. The total production is valued at $15,000,000, or about $3,500,000 more than the 1918 crop.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 3.—The outlook on sugar situation is not greatly improved. A proposition from an Eastern firm to supply prairie points would mean an increase of $5 per 100 lbs. Wholesalers say that unless situation changed, sugar will be 15 and 16 cents pound in January. Very little Christmas stuff has arrived. Nuts will be very high. Butter, creamery, advanced three cents within past ten days and is now quoted at 68 cents.

Beans, small white, Japans, bus.	....	4 50
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	12 00
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, pure cane, gran., cwt.	....	12 50
Cheese, No. 1, Ontario, large	....	0 33
Butter, Creamery	....	0 59
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 60
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	17 80
Salmon, pink, tall, case	....	10 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bag	....	1 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 3.—There are few changes on the local market, though business is reported good. Molasses are higher, being quoted $1.15 Sugar advanced and is now quoting, granulated, $12.10; yellow, $11.60. Compound lard is selling 30-30½c. Eggs brought $1 Saturday, but now lower; fresh, 80c; case, 70c. Butter is climbing: creamery, 65c; dairy, 60c; tub, 58c. Breakfast bacon, 40c. Lemons are quoted, $7.00-$7.50. Grape fruit, $4.00-$6.00. Apples, Western, box, $4-$4.50.

Flour No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	12 50	13 00
Molasses	....	1 15
Sugar—		
Standard, granulated	....	12 10
No. 1, yellow	....	11 60
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 80
Eggs, case	....	0 70
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	....	0 60
Butter, tub	....	0 58
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard, case	....	8 75
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 75
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	7 00	7 50
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	4 00	6 00
Apples, Western, box	4 00	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

NEW FACTORY FOR BOWRON BROS.

Bowron Bros., 105 Victoria Avenue, Hamilton, manufacturers of grocery specialties, have just completed a large addition to their factory, which will triple their capacity. New factory has been equipped with the very latest machinery, which will enable them to largely increase their production.

One of the new lines to be manufactured in new factory is Hip-o-lite Marshmallow Creme. Brown Bros. have the sole right to manufacture this product in Canada.

BLESSED BE THE INCOME TAX

Continued from page 26

cent. you mention your expense account? What does it take in? How much do you figure to make above 12 per cent., and do you make it—or more, or less? How did you arrive at correct figures for your income return this year?

Run It, But Know How You Do It

By all means run your own business. Nobody ever succeeded who did not do just that. But it is time now for you to lay out a definite course by which to steer and guide yourself by comparative figures, year by year, as you go on. The time will come when you want to delegate some of your work, and you must have real rules and a system on which to train him.

Besides, part of the rule of not getting into a rut consists in finding new ways, and new ways are what I am seeking always for the good of others. So let me have more of your solid, home-made philosophy; tell me specifically wherein you disagree with me and why. Take time to it. Tell me one thing at a time. Let us study together, and help each other—and the "other fellow" everywhere!

This is the most serious request I have ever made. I mean it just that way and I hope you will write me further, whenever the spirit moves you. In any case and always, Godspeed to you!

CANADIAN ADVERTISERS ELECT OFFICERS

The sixth annual meeting of the Association of Canadian Advertisers, Inc., which has just terminated, has been the most successful convention in the history of the association. The following are the new officers elected: President, W. C. Betts, S. Davis & Sons, Limited, Montreal; vice-president, D. Geo. Clark, McClary Mfg. Co., Limited, London; treasurer, J. R. Kirkpatrick, E. W. Gillett Co., Limited, Toronto; secretary, Miss Florence C. Clotworthy, 805 Kent building, Toronto. Directors: A. D. Cridland, the Canadian Kodak Co., Toronto; E. G. Hogarth, B.S.A., the Ford Motor Co. of Canada, Windsor; F. W. Hunt, Massey-Harris Co., Limited, Toronto; F. W. Stewart, Cluett, Peabody Co., Inc.,, Montreal; W. G. Steward, Goodyear Tire & Rubber Goods Co., Toronto; H. S. Van Scoyoc, Canada Cement Company, Montreal.

WIND DAMAGES WHOLESALE GROCERY

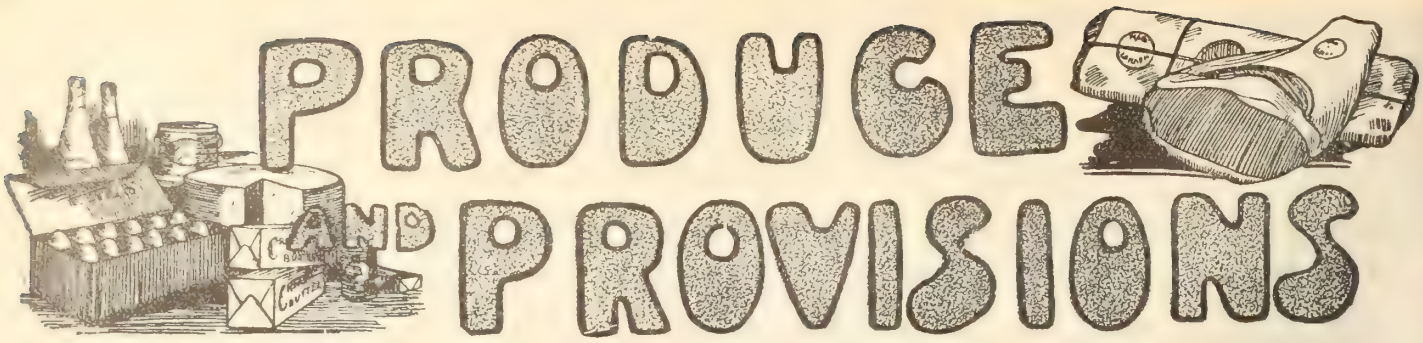
The tremendous wind storm that swept over Ontario on Saturday last, doing enormous property damage, blew off about two-thirds of the roof of Galt, Ont., branch of Thos. Kinnear & Co., wholesale grocers, of Toronto. A section of the wall was also blown over.

ELECT OFFICERS

The Brantford Travellers' Club has elected the following officers for 1920: President, W. G. Duffin; vice-presidents, G. A. Witmer, C. E. Kitchen, F. Richardson; secretary, E. D. Goetz; treasurer, C. G. Secord; executive committee, J. Coleman, F. Kitchen, R. J. Lee, E. Cutmore, R. J. Ryerson.

MARGARINE PLANT FOR WINNIPEG

Gordon, Ironside & Fares Co., Ltd., Winnipeg, meat packers, etc., are erecting a plant for the manufacture of oleomargarine. This firm has up to the present received their shipments from the Toronto branch of the firm.



Hundred Per Cent. Increase Reported

National Fish Day Goes Over Strong in Montreal—Some Attractive Window Displays Help the Sale

MONTREAL has gone "over the top" in the recent National Fish Day campaign to increase sales. In speaking on Armistice Day, which was chosen this year by the Canadian Fisheries Association for the observance of National Fish Day, President A. H. Brittain and Vice-President J. A. Paulhus were very enthusiastic over the results as secured by some of the retailers in the city of Montreal and upon whom they had called, or with whom they had communicated regarding the success they were having. "Several dealers have reported increases in their turnover of 100 per cent.," said Mr. Brittain. This having been early in the day, it is very likely that these results were even greater when the day was finished.

"When I drove along Victoria Avenue this morning," continued Mr. Brittain, "I noticed a CANADIAN GROCER photographer taking a picture of a splendid retail fish window on that street. The owner of this store was very enthusiastic regarding the success of this idea, and a great many people had crowded around his windows."

Education a Big Help

"In the success of an individual or an enterprise, Mr. Paulhus referred to the importance of disseminating information to the public. This could only be done through education, of which there could not be too much. In this connection Mr. Paulhus referred to the advice of an ancient sage, who said, that there were three important things necessary to success. The first of these is education. The second one is education. And the third one is education." Mr. Paulhus thought there was no place where such advice could be more readily applied than in this connection. And it would take a great deal more education to secure the per capita consumption in Canada that was desired.

The work of the Canadian Fisheries Association, in furthering the idea of a National Fish Day, is educative in its idea, and it has already, although only two or three years old, made great headway.

Many Good Displays

Displays by retail grocers and fish dealers have done much to bring fish to the forefront and to suggest its greater use by the consumer. CANADIAN GROCER has been fortunate in securing photographs of two or three of the excellent displays made in Montreal last week. These photographs show

NADAS NATIONAL FISH DAY.
True Canadians will eat fish on that day.
EAT FISH & SAVE MONEY!
BY EXPRESS.
WALK IN & SEE OUR FINE SELECTION.

This display is effective, in that the message "Canada's National Fish Day," etc., is right to the point. The invitation, "walk in and see our fine selection" is right to the point. The background of fish-man baddies, while effective to the naked eye, does not reproduce well in the picture.

The circular idea of displaying fish is here well developed and reveals the effectiveness of this manner of arranging supplies in the window. The showing is a very generous and tempting one. Note particularly the crabs, the Union Jacks and the little labels or stickers, one of which is pasted to every fish.

what can be done if a little time and pains are taken to display this tasty food. Perhaps there is no line of merchandise which should be made to look appetizing and which, if made to appear so will sell itself more readily than foodstuffs. In the photographs appearing herewith, it will be seen that the results could only be satisfactory to the owners when made so inviting. It takes a little time to make these displays, and to make some of those which were shown last week also cost a considerable amount of money. President Brittain said that he believed that some dealers had spent as much as $25 in arranging for and completing their displays. However large this sum may seem it was doubtless good advertising for the merchant.

As Mr. Paulhus very well said: "There are fully twenty varieties of fish which people can buy cheaply. There is also bound to be a shortage of meat, eggs, butter, cheese, etc., for some years to come, and we should continue to eat fish more and more. It is a big advantage to the consumer both in the matter of price and in that of wholesomeness.

Fish Men Banquet

On Tuesday evening of National Fish Day, fish importers, wholesalers, and dealers met at the Queen's Hotel, Montreal, and enjoyed a banquet. This is an idea carried out each year to mark the National Fish Day, and the function this year is reported as a very successful one.

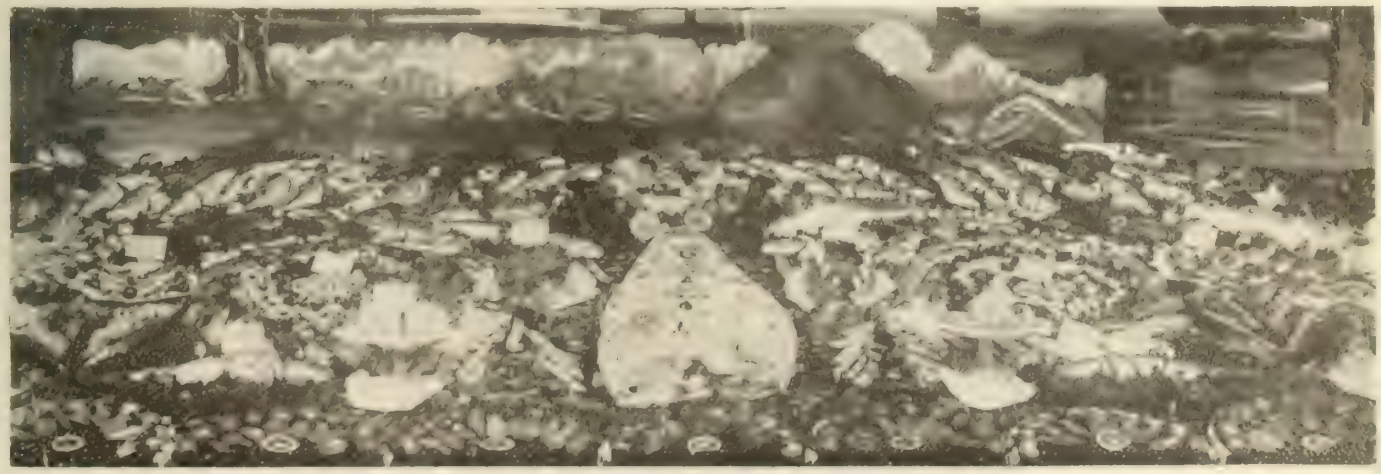
Among those present on the above occasion was the president of the Canadian Fish Association, A. H. Brittain, and vice-president, J. A. Paulhus. Other guests attending were Mayor J. A. Leclair, of Verdun; Ludger Gravel, J.. L. Ethier, E. J. Byrne, W. R. Spooner, S. H. Mason and Capt. S. W. Wallace

To Urge Particular Date

Following the dinner various toasts were responded to, and one of the important "Our Fisheries" was responded to by J. A. Paulhus. In dwelling upon this important topic, Mr. Paulhus referred to the importance of the National Fish Day. Mr. Paulhus hoped that the day may be fixed for the 11th of November each year in order that it might become a part of the celebration which the toilers of the seas would doubtless like to perpetuate, that of Armistice Day.

For those who have shown initiative and resolve in making use of a display window, prizes have been donated by the president of the C. F. A., Mr. Brittain, and also by Mr. Paulhus, the vice-president. The first of these, that of a silver cup, was very excellent in design and of very generous proportions. The winner of the cup was the Montreal Public Market, on St. Catherine Street, and a reproduction of whose display accompanies this article. The second place was secured by the Mount Royal Fish Market, and the prize for this was a purse presented by the vice-president.

There were very many excellent displays throughout the city of Montreal and the adjoining centres. Prominent among these were displays in Point St. Charles and the city of Verdun, and very favorable comments were made of these by members of the above association. It was no easy matter to arrive at a decision, and in fact at the finish the prizes were drawn for by Mayor Leclair of Verdun, with the above results.



This display is not portrayed as it appeared, shadows reducing the effectiveness of the background showing. This was excellent and portrayed, as indicated, a scene in an English fishing village. Note the fisherman to the left of centre. This window display attracted many customers

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 2—The hog markets have been easier this week, although without definite price change in the Montreal district. It is probable that the present price of $16.50 per cwt. for live weight select stock will be lessened during the week. Hams and bacon are easier, and other pork products, too, lard ruling with an easier undertone. Butter is very firm and likely to advance, while margarine holds unchanged. Cheese is somewhat firmer under a better demand from the export buyers in Europe. Poultry is active and steady. Fish sales are heavier and are expected to be active for the next few weeks. Eggs, new-laid, are selling at $1 to $1.05 per dozen, and are likely to be higher.

Hogs Are Easing But Basis Held Here

Montreal.

FRESH MEATS.—The hog market, while considerably weaker in some of the outside markets, has held here at $16.50 per cwt. for selects. Common and ordinary stock are selling for less, of course, and it would not be surprising if the market records a decline before the week-end.

Cattle and sheep markets are steady, and without change. There is a fairly good demand for the various fresh meats offered.

FRESH MEATS—		
Hogs, live	....	16 50
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	....	24 00
Country dressed	22 00	23 00
Fresh Pork—		
Leg of Pork (foot on)	....	0 31½
Loins (trimmed)	....	0 36
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	....	0 25
Untrimmed	....	0 23
Pork sausage (pure)	....	0 24
Farmer sausages	....	0 18
Fresh Beef—		
(Cows)	(Steers)	
$0 18 $0 20 ..Hind quarters..	$0 23	$0 25
0 11 0 13 ..Front quarters..	0 14	0 15
.... 0 27 ..... Loins	....	0 34
.... 0 22 ..... Ribs	....	0 25
.... 0 11 .... Chucks	....	0 14
.... 0 17 ..... Hips	....	0 18
Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	....	0 23
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 18

Hams and Bacon Easier; Barrel Pork Easy, Too

Montreal.

CURED MEATS.—There has been some weakness of undertone in the smoked ham list, and prices eased off from 1 to 3 cents a pound, wholesale. Bacon, too, is ruling easier. For the latter there has been a steadily heavy demand from the consumer. Windsor grade, according to type, is quoted at 44 to 47 cents per pound. Barrel pork, while not any lower at this writing, will, under the influence of the lower hog market, be likely to decline.

Hams—		
8-10 lbs.	....	0 34
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 32	0 33
14-20 lbs.	0 31	0 32
20-25 lbs.	0 30	0 31
25-35 lbs.	....	0 30
Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 35	0 39
Windsor	0 44	0 47
Cottage rolls	....	0 32½
Picnic hams	....	0 27
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	....	55 00
Clear fat backs (bbl.), 40-50 pieces	....	61 50
Heavy mess pork (bbl.)	....	42 00
Plate Beef	....	32 00
Mess Beef	....	29 00
Bean Pork	....	43 00

Cooked Hams and Mincemeat Sellers

Montreal.

COOKED MEATS.—The seasonable sale of cooked meats is reasonably satisfactory, and prices have held without change. Cooked hams are unchanged for the week, and yet the undertone to these is easier, and lower prices are probable. Among the specialty lines, for which there is a brisk demand, is that of mincemeat, and which, as to quality, is commanding a variety of prices from 15 to 19 cents per pound.

Head Cheese	0 14	0 15
Choice jellied ox tongue	....	0 55
Jellied pork tongues	....	0 40
Jellied Pressed Beef, lb.	....	0 32
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked	0 46	0 49
Shoulders, roast	....	....
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	....
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 23
Bologna, lb.	....	0 13

Butter Attains 70c Price at Buying Point

Montreal.

BUTTER.—New York prices have been responsible for a further firming of the creamery butter market here, and while market quotations hold unchanged there is every probability that there will be an advance. At Ste. Hyacinthe, prices attained a record of 70 cents per pound, and this, it must be remembered, is a buying price. With New York prices hovering around 75 cents per pound for best grades, it is altogether unlikely that the basis in this market will be revised upward. There is an active demand.

BUTTER—		
Creamery, prints, fresh made..	....	0 68
Creamery, solids, fresh made..	....	0 67
Dairy, in tubs, choice	....	0 56
Dairy prints	....	0 56
Bakers'	0 49	0 51

Shortening is Easy But Holds Its Price

Montreal.

SHORTENING.—The trade in compound lard has been fairly steady, but for the immediate present the tendencies are easier, and lower prices may be announced soon. The sales are seasonable, but not heavy.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 28	0 28½
Tubs, 50 lbs., per lb.	0 28½	0 29
Pails, 20 lbs., per lb.	0 28¾	0 29¼
Bricks, 1 lb., per lb.	0 30	0 30½

Lard Undertone is Easy; Good Sales

Montreal.

LARD.—Sales of lard have been fairly good right along, and the demand is likely to continue for the next few weeks. Prices incline downward for the pork products are tending to lower levels all around.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs., per lb.	0 29¼	0 29¾
Pails, 20 lbs., per lb.	0 30	0 31
Bricks, 1 lb., per lb.	0 32	0 33

Export Looking Up; Cheese is Firmer

Montreal.

CHEESE.—Under the influence of heavier buying from Europe, cheese has ruled with a firmer undertone during the past few days. No change of price has been made, but if the export selling continues the inclination of price will be upward, particularly as the season has closed for many, and production is greatly decreased.

CHEESE—		
New, large, per lb.	....	0 31
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	....	0 35

Regardless of High Butter, Margarine Slow

Montreal.

MARGARINE.—Despite the soaring price basis for butter, margarine has continued to rule as a slow seller with the jobbing trade. It is difficult to understand the reason for this, some assert, and particularly as there is so wide a variance in the prices. Good grades of the substitute are being offered at 37 cents per pound.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb.	0 31	0 34

Egss Pass Dollar Mark; Are Active

Montreal.

EGGS.—The demand for new-laid eggs so far exceeds the supply that it is out of the question to consider meet-

ing it. A price of $1 per dozen is being quoted in jobbing circles, and some have reached $1.05. The tendencies are of a firming nature on all grades of stock.

EGGS—		
No. 2	....	0 50
No. 1	....	0 58
Selects	....	0 65
New laids	....	1 00

Poultry Comes to Hand; Some Excellent Grades

Montreal.

POULTRY.—Some excellent grades of poultry, in the dressed form, have come to hand from Ontario points. These are much sought by the jobber and the consumer, and the prices paid for these are always better. Live birds, too, are still arriving, and in all the receipts have totaled very high. The consumer demand is active.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 43	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	....	0 48
Do. (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Do. (small)	....	0 30
(Buying Prices)	Live	Dressed
Chickens, light weights	0 22	0 27
Do., heavy weights	0 23	0 28
Ducks, young	0 22	0 30
Do., old	0 13	0 18
Geese—		
Young	0 22	0 25
Old	0 16	0 21
Fowls	0 18	0 23
Roosters	0 16	0 20
Turkeys	0 32-0 33	0 37-0 40

Fish Trade Active; Prices Are Moderate

Montreal.

FISH.—The fish trade is active. With the approach of Ember Days and the holiday season, jobbers anticipate that there will be a good, brisk trade during the coming weeks. Lobsters are more plentiful, and oysters are selling freely. Green cod and other allied products are inclined to be easy, as supplies of these have accumulated and are in excess of the requirements. Salt turbot is scarce, and the same is true of Labrador salmon.

FRESH FISH		
Haddock	0 07½	0 08
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	....	0 17
Flounders	0 08	0 10
Prawns	....	0 45
Live Lobsters	....	0 40
Salmon (B.C.), per lb., Red	....	0 30
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 16
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western, medium	0 21	0 22
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 15	0 16
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 12	0 13
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 09½	0 10
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	5 00
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	....	21 00
No. 1, medium, bbl., 200 lbs.	....	20 00
No. 2, 200-lb. barrel	....	18 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb.	....	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	16 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	15 00
Boneless cod (2-lb.)	....	0 23
PICKLED FISH		
Herrings, Scotch cured, half bbl.	....	12 00
Do., Scotia, barrel	....	12 00
Do., half barrel	....	6 50
Mackerel, barrel	....	25 00
Salmon, B.C., 200 lbs.	....	25 00
Labrador Salmon, barrels	....	26 00
Sea Trout, 200-lb. barrels	....	25 00
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.	....	0 12
Eels, lb.	0 16	0 17

SMOKED FISH		
Haddies, BXs, per lb.	0 12	0 13
Fillets	0 17	0 18
Bloaters, box	....	2 50
Kippers	2 20	2 40
Digby Chicks, in bundles, per box	....	0 24
Boneless Smoked Herring, 10-lb. box, lb.	....	0 20
OYSTERS		
Cape Cod, per barrel	13 00	15 00
Batouche, per barrel	....	14 00
Malpeques shell oysters, choice, bbl.	....	13 00
Do., XXX, bbl.	....	16 00
Scallops, gallon	....	4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 50
Can No. 5 (Solids)	....	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 75
Crushed Oyster Shells, 100-lbs.		1 50
Paper Oyster Pails, ¼-lb. per 100		2 25

ONTARIO MARKETS

TORONTO, Dec. 6—The provision market continues very strong as regards butter, cheese and eggs, but on fresh meats and pork products easy quotations rule. Butter advanced a cent a pound this week. Cheese is quoted very high and eggs are steady and firm. Lard shows no change. Poultry is arriving very freely. Young turkeys are being quoted at from 45 to 48 cents. There is a heavy demand for poultry.

Fresh Meats at Easy Levels

Toronto.

FRESH MEATS.—Prices generally in fresh meats continue at easy levels. Live hogs have declined, and indications point to still further recessions. Fresh pork is fairly easier, showing, however, very little difference as compared with a week ago. Fresh beef, too, is easy, hind quarters ranging from 12 to 22 cents per pound, and front quarters from 8 to 15 cents. Spring lamb is steady at 22 cents and calves are from 18 to 24 cents.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.	....	16 50
Live, fed and watered, per cwt.	16 25	16 75
Live f.o.b., per cwt.	....	15 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	0 36	0 36½
Tenderloins, lb.	....	0 45
Spare ribs, lb.	0 16	0 20
Picnics, lb.	....	0 23
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 24
Boston butts, lb.	....	0 30
Montreal shoulders, lb.	....	0 25
Fresh Beef—from Steers and Heifers		
Hind quarters, lb.	0 12	0 22
Front quarters, lb.	0 08	0 15
Ribs, lb.	0 13	0 26
Chucks, lb.	0 10	0 15
Loins, whole, lb.	0 22	0 33
Hips, lb.	0 14	0 18
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 24
Spring lamb, lb.	....	0 22
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Hams and Bacon Hold Steady

Toronto.

PROVISIONS.—No changes are reported in hams and bacon. Prices to the trade have been practically the same since the first of November. There is an active inquiry for all kinds of smoked and salt meats. Barrel pork is also unchanged.

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
ing, per lb.	....	0 44
Barrel Pork		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Are Unchanged

Toronto.

COOKED MEATS.—There is not much change in prices of cooked meats. There is a moderate demand for them at steady figures. Boiled and roast hams range from 48 to 52 cents per pound.

Boiled hams, lb.	0 48	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	....	0 55
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Butter Prices Again Advanced

Toronto.

BUTTER.—The butter market is very

strong, and prices have advanced a cent a pound in the past week. Creamery prints are now quoted at from 66 to 68 cents per pound.

BUTTER—		
Creamery prints (fresh made)	0 66	0 68
Dairy prints, fresh, lb.	0 57	0 58
Dairy prints, No. 1, lb.	....	0 55

Higher Prices on Stilton Cheese

Toronto.

CHEESE.—The cheese market continues very strong, with higher prices quoted on stiltons this week. They are selling to the trade at from 35 to 36 cents, and large cheese at from 32 to 32½ cents.

CHEESE—		
Large	0 32	0 32½
Stilton	0 35	0 36

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Egg Quotations Firm and Steady

Toronto.

EGGS.—No changes are reported in the prices of eggs this week. New-laids in cartons are selling to the trade at from 85 to 90 cents, and selects at from 62 to 63 cents.

Lard is Active and Unchanged

Toronto.

LARD.—No change is reported in the prices of lard. It is selling to the trade, on the tierce basis, at from 29 to 29½ cents per pound.

Shortening Shows No Change

Toronto.

SHORTENING.—Shortening is selling at from 27 to 28 cents per pound. There is an active demand for shortening.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Fresh White Fish Scarce

Toronto.

FISH.—There is very little fresh white fish coming along now, and frozen fish is largely supplying the demand. There is a very heavy inquiry for oysters. Frozen white fish is quoted at from 14 to 16 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	....
Do., No. 5 can	....	16 00
Do., heads on, lb.	....	0 10
Halibut, chicken	....	....
Do., medium	....	....
Flounders, lb.	0 07	0 10
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN SEA FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Halibut, chicken	0 21	0 22
Do., medium	0 20	0 21
Do., jumbo	0 19	0 20
Whitefish, lb.	0 14	0 16
Herring	0 03	0 07
Mackerel	....	0 11
Flounders	....	0 11
FRESH LAKE FISH		
Lake herring, round lb.	0 08	0 09
Do., dressed, lb.	....	0 10
Trout, lb.	....	0 18
Whitefish, lb.	0 14	0 16
Do., dressed	....	0 18
Pickerel, dressed	....	....
Mullets, lb.	....	....
Fresh pickerel	....	....
Ciscoes	....	0 16
Pike	0 09	0 10
Fresh mackerel	....	....

Inquiries For Poultry Heavy

Toronto.

POULTRY.—There are very heavy inquiries for poultry, and receipts are arriving freely. Prices show little change from a week ago. Turkeys are selling to the trade at from 46 to 48 cents per pound, and geese are from 30 to 32 cents. Spring chickens are from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 25	-$0 30
Do., young, lb.	- 0 30	- 0 38
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 23	- 0 27
Fowl, under 3½-5 lbs.	- 0 18	0 23- 0 28
Ducklings, 3½ lbs. up	- 0 23	- 0 27
Geese	- 0 17	- 0 22
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live..	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20 0 23
Chickens, spring	0 28 0 32
Ducklings	0 28 0 34
Geese	0 30 0 32
Turkeys	0 46 0 48

WINNIPEG MARKETS

Pork Shows Slight Decline

Winnipeg.

FRESH MEATS.—A decline of 50 cents a hundred was shown on pork. Other meat prices steady.

Pork—		
Selects	....	14 50
Lights	....	13 00
Heavies	....	12 50
Sows	....	11 00
Sheep and Lambs—		
Good lambs	12 50	14 50
Common lambs	8 00	9 00
Good sheep	8 00	9 00
Common sheep	6 00	7 00
Steers—		
Choice	11 00	12 50
Fair	9 00	10 50
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows		
Choice	8 50	9 50
Fair	7 00	8 25
Medium	5 75	5 75
Butcher Heifers—		
Choice	8 50	9 75
Fair	6 75	8 25

Lard Prices Up Half Cent

Winnipeg.

LARD.—There was a stronger feeling in lard during the past week which resulted in an advance of ½ cent.

1-lb. bricks	....	0 36½
3-lb. tins, 20 to case	....	20 70
5-lb. tins, 12 to case	....	20 63
10-lb. tins, 6 to case	....	20 55
20-lb. tins, 4 to case	....	27 10
20-lb. wood pails, each	....	7 20
Tierces, per lb.	....	0 33½
Margarine, per lb.	0 36	0 36½

Heavy Demand For Fresh Eggs

Winnipeg.

EGGS.—Markets are very firm and very high on all grades of eggs. There is a specially heavy demand for fresh eggs.

Fresh specials, per doz.	....	0 75
Storage, ordinary, per doz.	....	0 60
Storage, extras	0 67	0 68
Candled, per doz.	....	0 58

Hams and Bacon Remain Unchanged

Winnipeg.

PROVISIONS.—There has been little change in the price of provisions during the week, the following being the standard quotations:

Hams, light, 8 to 10 lbs., per lb.	....	0 36½
Do., 16-20 lbs., per lb.	....	0 33½
Do., 20-25 lbs., per lb.	....	0 28½
Do., 35 lbs. and up, per lb.	....	0 25
Breakfast bacon—		
Bellies, 6-10 lbs. aver., per lb.	....	0 43½
Do., 10-14 lbs. aver., per lb.	....	0 43½
Do., 14-16 lbs. aver., per lb.	....	0 41½
Do., splits	....	0 37½
Shoulders, 10-16 lbs. aver., per lb.	....	0 27½
Picnics, 6-12 lb. aver., per lb.	....	0 22½
Do., 8-12 lbs., boneless	....	0 25½
Cottage rolls, boneless, per lb.	....	0 32½
Cooked hams, skinned, 8-12 lb. aver., per lb.	....	0 53
Do., 12-16 lbs. aver. per lb.	....	0 49½

Butter Scarce; In Sharp Demand

Winnipeg.

BUTTER.—There is a very strong demand for all grades of butter, with supplies none too plentiful. Prices are as follows:

Finest Creamery	....	0 67
Do., solids	....	0 66
Choice 1-lb. prints	....	0 65
Do., solids	....	0 64
Dairy, 1-lb. prints	....	0 45
Do., solids	....	0 44
Do., tubs	....	0 50
Margarine, 1-lb. prints	0 36	0 36½

Fish Prices Show Decline

Winnipeg.

FISH—Prices show very little change. Bulls show a decline of 1c per lb. Western bloaters show an advance of 20c per box.

FROZEN FISH		
Halibut, chicken, 300-lb. case	....	0 17
Do., broken cases	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Cohoe, broken cases	....	0 21½
Do., case lots	....	0 20½
Red Spring, case	....	0 23½
Do., broken cases	....	0 24½
Whitefish, dressed, case lots	0 12½	0 13½
Do., broken cases	....	0 13½
Black Cod, lb.	....	0 12
Brills	....	0 09
Soles	....	0 09
Herring, Lake Superior, 100-lb. sacks	....	1 00
SMOKED FISH		
Bloaters, Eastern, per case	....	2 60
Haddies, 30-lb. case, per lb.	....	0 14
Do., Western	....	2 40
Do., 15-lb. case	....	0 14
Kippers, fancy Western, per box	....	2 80
Do., Eastern, per box	....	2 20
Fillets	....	0 15
SALT FISH		
Cod Steak, 2s, per lb.	....	0 16
Blue Nose Cod, 20-1s, per lb.	....	0 15½
Acadia Cod, 12-2s, per lb.	....	0 16
Do., 20-1s, per lb.	....	0 16
Salt Herring, ½-bbl., per bbl.	....	7 00
Do., 20-lb. pails	....	1 75
Do., 10-lb. pails	....	0 90
Holland Herrings, Milkers	....	1 40
Do., mixed	....	1 30

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

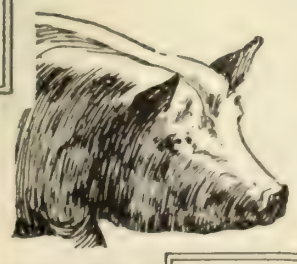
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL



Every package sold builds up good will for you

"EASIFIRST" is a pure, snowy-white, vegetable shortening that splendidly fills every cooking purpose at a lower cost than butter or lard. Every housewife who once buys it from you becomes a firm friend to EASIFIRST—and to you!

Gunns
LIMITED
WEST TORONTO

Bigger Profits For You

Every dealer who concentrates on Armour Quality Products is absolutely certain to get the utmost out of his business investment.

An Armour Oval Label section in **your** store will make for **repeat orders** on a large variety of **quality** food products.

Popular on Both Sides of the Counter

Make your business pay bigger profits — concentrate on Armour Quality Products.

Write the nearest Branch House for information.

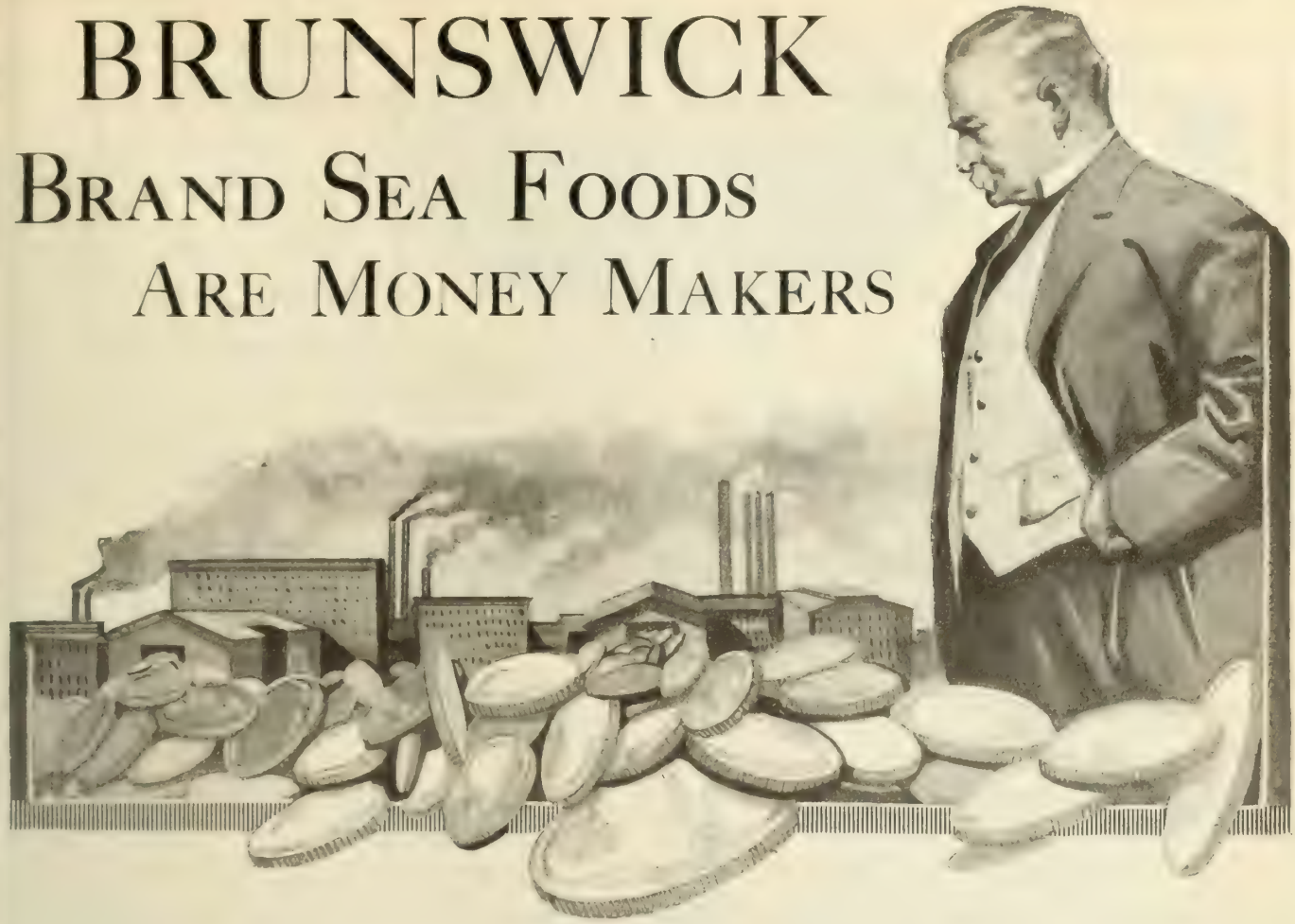
ARMOUR AND COMPANY

GENERAL OFFICES AND PLANT:
HAMILTON,
CANADA

BRANCH HOUSES:
TORONTO, MONTREAL,
SYDNEY, N.S., ST. JOHN, N.B.

BRUNSWICK

BRAND SEA FOODS ARE MONEY MAKERS



Every tin of BRUNSWICK BRAND GOODS you sell means good profits and satisfied customers. Every tin is packed with the greatest care and nothing but the choicest fish are sold to the public.

When your customers ask for canned fish, recommend BRUNSWICK BRAND.

½ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tin)

Kippered Herring
Herring in Tomato Sauce
Clams

Connor Bros., Limited

BLACK'S HARBOR, N.B.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

57 57

HEINZ Quality Begins with the Seed

To insure the grocer and his customers of the consistently high quality of the "57 Varieties," the Heinz Company aim to control, as far as possible, the handling of all materials from the soil to the consumer.

For this purpose the Company has established 19 branch factories throughout the world, each situated in the midst of a region best suited by soil and climate to grow the best products of their kind. Prompt handling of the freshly gathered crops is thus made possible, with the result that the "57 Varieties" contain only the finest and freshest of fruits and vegetables.

Consequently the Heinz label on a food product is a badge of quality.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57 57

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

"Thistle Brand"
Scotch Cured
Genuine
Finnan Haddie

FULL WEIGHT IN EVERY TIN

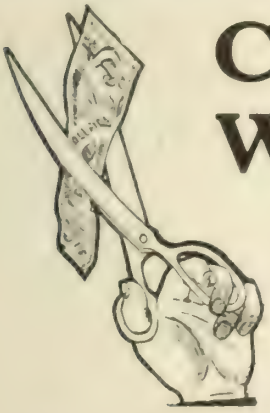
YOUR customer depends on you for the best goods.
OUR customer wants every ounce she pays for.
OUR customer expects this of every grocer.

Thistle Brand Finnan Haddies are Packed 16 oz. to the Pound

"Be Sure and Tell Your Customer This"

She gets what she pays for. No more. No Less. Full weight in every can. Does she know this, Mr. Grocer?

Sole Agents: Arthur P. Tippet & Co., Montreal

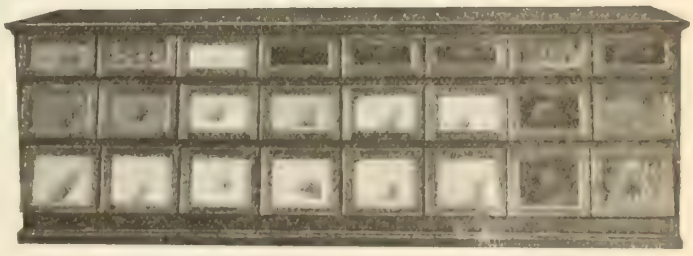


Cut Your Overhead With Walker Bin Fixtures

By eliminating waste in exposed foodstuffs — assisting each clerk to handle more customers, displaying products and impelling sales, Walker Bin Store fixtures will materially reduce your overhead expense.

Equip your store for Christmas with Walker Bin attractive, well-arranged, money-saving equipment. People buy more goods where they can be served the quickest—Walker Bin fixtures mean more sales and bigger profits for you this Christmas.

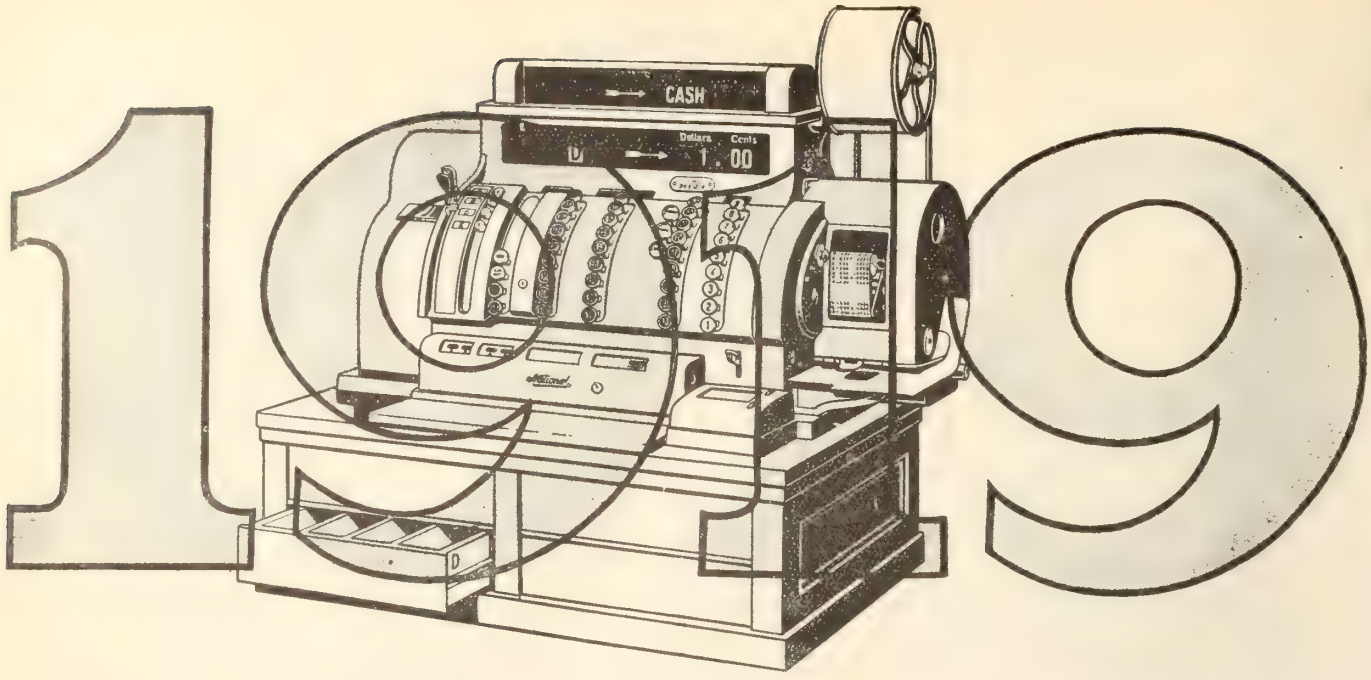
Send us your floor plan to-day. We want to help you.



The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

Lett & Skene, 11 Colborne St., Toronto, Selling Agents



Our business doubled this year

WE did twice as much business this year as we did during any other year in our history.

This shows that merchants realize more than ever before that they should get their store records quickly and economically by machinery instead of by the slow, expensive hand method.

It shows in the best way possible that up-to-date National Cash Registers are helping merchants solve their problems most satisfactorily to themselves, their clerks, and their customers.

It is the very best evidence that our efforts to build a labor and time-saving machine are appreciated by merchants everywhere. It shows that up-to-date National Cash Registers are meeting the needs of retail stores in every country in the world.

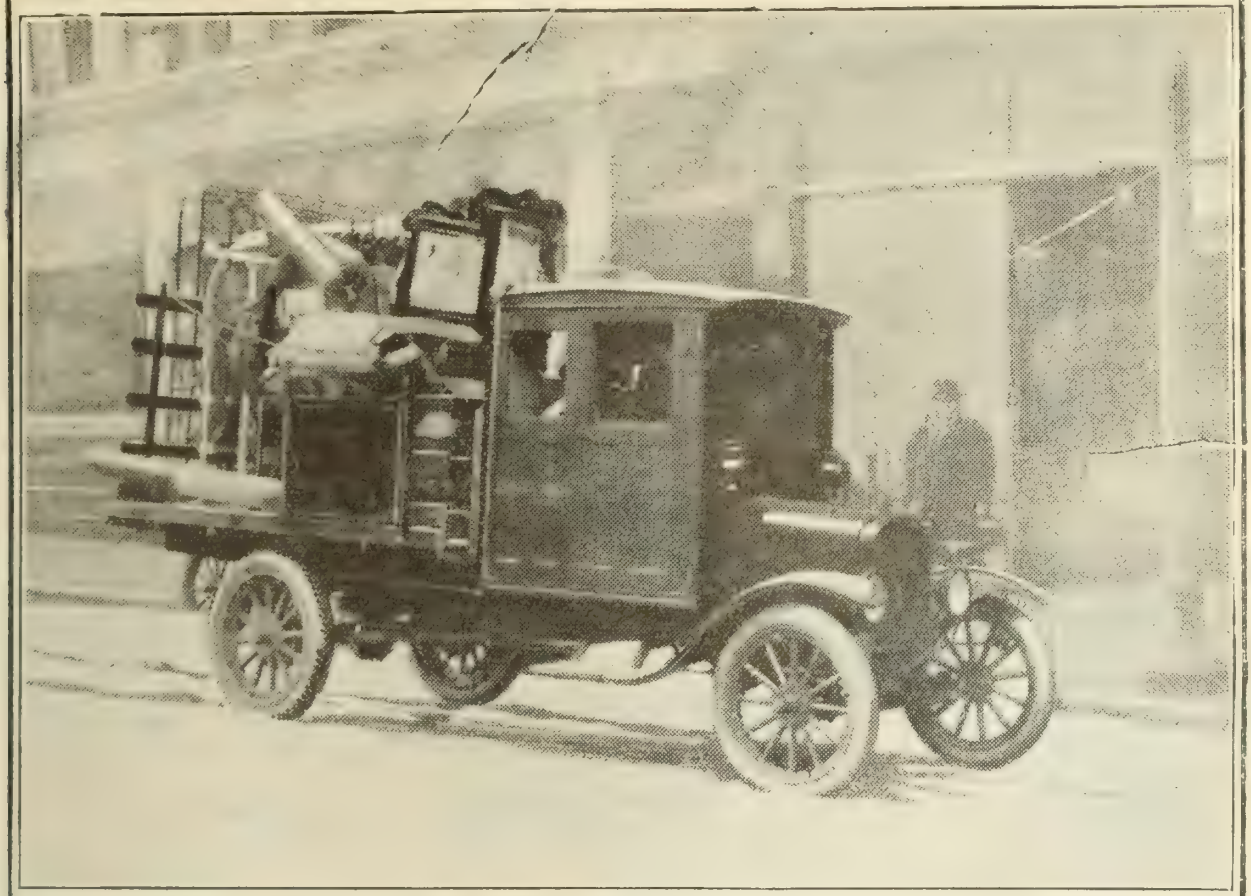
Up-to-date National Cash Registers are a business necessity

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street, W.
Edmonton	5 McLeod Bldg.
Halifax	63 Granville Street
Hamilton	14 Main Street E.
London	350 Dundas Street
Montreal	122 St. Catherine Street, W.
Ottawa	306 Bank Street
Quebec	133 St. Paul Street
Regina	1820 Cornwall Street
Saskatoon	265 Third Avenue, S.
St. John	50 St. Germain Street
Toronto	40 Adelaide Street, W.
Vancouver	524 Pender Street, W.
Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO



A Store is Judged Largely by its Delivery

"WHEN can you send it?" "Can I get it to-day?"—these are the questions you hear day in and day out from your customers.

"It will be there before noon—before 5 o'clock." "It will be there before you get home." These are the answers that please your customers and bring them back to trade at your store.

When you buy a Ford One-Ton Truck you will surprise your customers by prompt delivery. It will take the place of three horses and three men, and for the occasional long trip to the next town, to the outlying country, for delivering and bringing in supplies—it will prove invaluable.

138

Ford One-Ton Truck (Chassis only) $750 f. o. b. Ford, Ont.

Ford Motor Company of Canada, Limited

Ford, Ontario

Recommend Beecham's Pills

WHY ?

Why have Beecham's Pills the largest sale of any medicine in the world? Why are they the standard remedy in millions of homes for the prompt relief of Sick Headache, Biliousness, Constipation, Kidney and Liver Troubles? Why, after over sixty years, are Beecham's Pills selling faster than ever?

The Largest Sale of any Medicine in the World

Here's the answer! Beecham's Pills are safe, —are sure, and satisfy. One box sells another, and our steady advertising never allows the people to forget. The strong demand for Beecham's Pills means a steady trade for you—the quick turnover means continuous and large profits. You can't afford not to push Beecham's Pills. Free interesting dealer helps on request to

Harold F. Ritchie & Co., Inc.

Sole Agents

Toronto, Ont, - - Canada

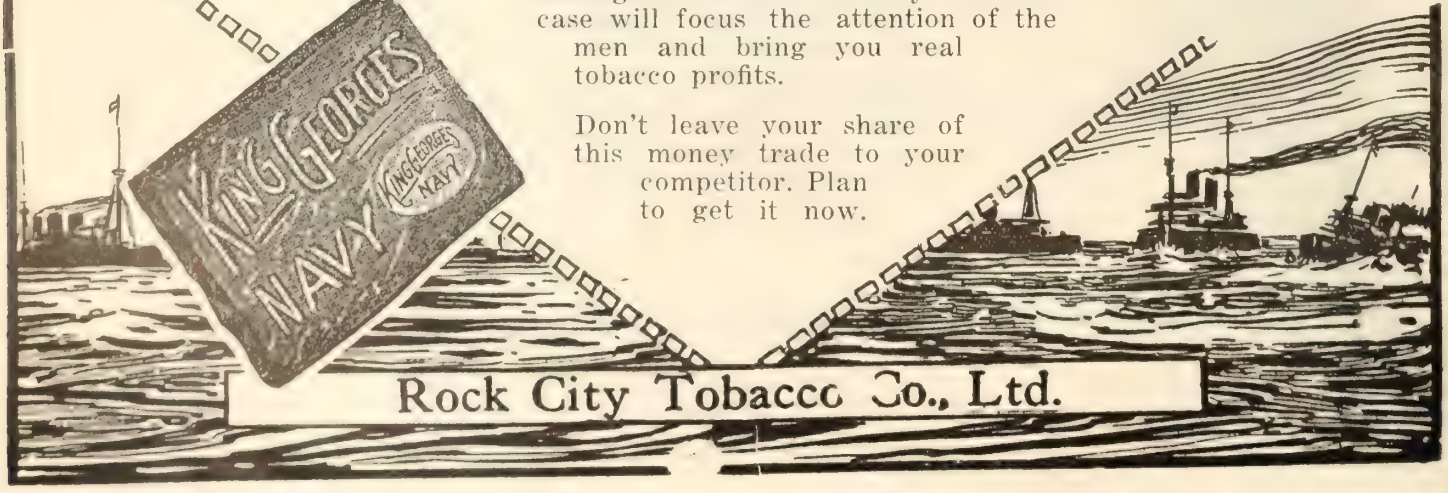
KING GEORGE'S NAVY

CHEWING TOBACCO

Makes a neat showcase display

A few "plugs" of King George's Navy arranged in a corner of your show case will focus the attention of the men and bring you real tobacco profits.

Don't leave your share of this money trade to your competitor. Plan to get it now.



Rock City Tobacco Co., Ltd.

RED EMPEROR GRAPES

EXTRA FANCY QUALITY. DELICIOUS EATING. PACKED IN DRUMS.

CALIFORNIA CELERY

WELL BLEACHED. VERY FINEST QUALITY. IN CRATES OF 5 TO 8 DOZ.

ORANGES

Buy Our Fancy Navels for your Xmas Trade.

GRAPE FRUIT

Well colored, juicy Florida, the kind your customers ask for

CALIFORNIA AND MESSINA LEMONS

NEW JERSEY CRANBERRIES, LATE KEEPERS

HOLLY AND HOLLY WREATHS

Place your Christmas Order now and get the best.

APPLES

APPLES

B.C. and Washington Boxed Apples, Extra Fancy Quality, Jonathans, Spitz, Spys, Delicious, Etc. Ontario and Nova Scotia Varieties in Barrels, Baldwins, Wagners, Kings, Starks.

NUTS, FIGS, DATES AND TABLE RAISINS

Use the Wires at our expense.

PETERS DUNCAN LIMITED

88 Front St. E., Toronto

Branches: North Bay, Sudbury, Cobalt, Timmins

BB

Pickles

But Pickles of the best and purest make constitute only one of our many lines.

The Blackwoods—"Family" includes:

PICKLES
SPICES
FLAVORING EXTRACTS
SAUCES
BAKING POWDER
FOUNTAIN SYRUPS
TEA
TEMPERANCE DRINKS

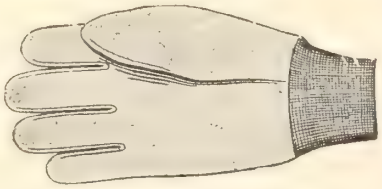
Get one sure source of supply and rely on that supply—Blackwoods never fail.

Write your dealer.

Blackwoods Limited

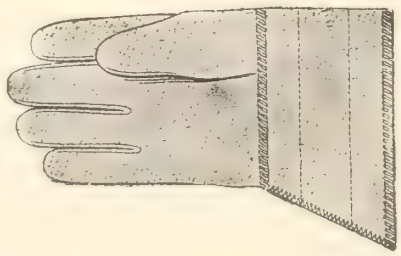
WINNIPEG, MAN.

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham Ontario

The kind that good grocers recommend

When discerning buyers ask for a quality jam not only as good as anything on the market, but with a tastiness that is "different" they make no better recommendation than

Furnivalls

Join the grocers who recommend Furnivall's. It will mean increased business.

FURNIVALL-NEW
Limited
Hamilton - Canada

Canada Food Board License
No. 14-167

Agents:— The Trus of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg. Man. Hamilton: J. J. Pitts & Co. Cape Breton, N.S.: O. N Mary, Turner, Ltd., St. John, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug
Gallon Jugs, Aylmer Quality	$1 62½
	Per doz.
Pints, Delhi Epicure	$2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $36.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5c, 25c; 10c, 27c; 25c, 26c; 50c, 26c.
Chateau Brand Pork and Beans,

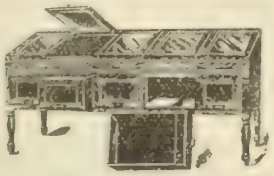
The Start of the Line!

The other day a bang-up new Sherer Food Container was uncrated by Uncle John and put into his old grocery store at a cross-roads town away up in Michigan.

The Sherer Food Container rubbed the cinders of travel out of his eyes, took a look at the dirty boxes and barrels standing around, and then—as he spied a strange-looking fixture at the other end of the store, exclaimed:

"Hey, you antique, you look like a *good* start at something! *What are you?* and how did you get up in this neck of the woods?"

"Well, Mr. Sherer," replied the antique, ("for I see you're Mr. Sherer Food Container), it's a wonder you don't know your own kin! I'm your progenitor! I'm your own grandfather! *I'm the first Sherer Counter!* If it hadn't been for me, Mr. Food Container, you wouldn't be here with all your fine looks and improvements!"



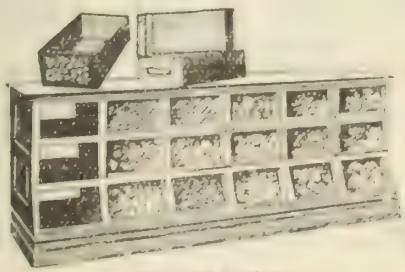
The Start in 1893

"You don't say so," answered Mr. Sherer Food Container. *"You—my* grandfather? Beg pardon! Glad to come across the old gentleman I've heard tell of so often down in our factory! But say—when you started our line you sure started a good thing. Did you know there's almost 100,000 of your descendants living to-day?"

"Well, well, well! You don't tell! 100,000 in 25 years! You see I've been up in these woods nigh onto that time and you're my first grandson I ever see! 100,000 of you—my, what a blessing to Grocers and Housewives!"

A Radical Change in 1895

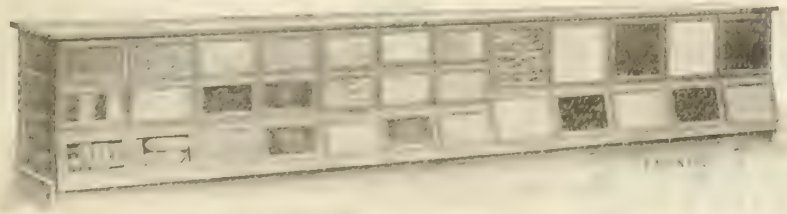
"Put her there—Mr. Ancestor!"—Mr. Sherer Food Container replied. "My apologies for all my rough language! You sure were the *best* counter *then*—just as I'm the best counter *now!* You kept out *most* of the dirt; also the *rats* and the *mice* and the *cats* and the *dogs* and the *flies* and the *soiled hands* of the *samples.* And I've put on a 'glass front,' and I silently advertise the Grocer that owns me and save him big money to boot! Oh yes—most of the up-to-date Grocers have already caught on! And I'll soon be in the stores of the *whole bunch.* They all just *have to have us!* Some of them own two or three of us. Did you know we are thinking of changing our name to the *indispensable* Sherer?******" And then the two counters, the old and the new, snuggled up to each other, and chuckled, and talked about how one *grew out of the other*—as is shown by the photographs on the side of the page.



The 1898 Evolution

And if you, Mr. Grocer, are one who realizes that the growth of this counter has been going on all these years while you were asleep, *you will wake up* and sign the coupon below—and know from experience how *indispensable* a Sherer Food Container *really is!*

Sherer-Gillett Company, 17th and Clark Sts., Chicago



The Up-to-date Sherer Food Container

The Sherer-Gillett Company,
17th and Clark Sts., Chicago, Ill.

Gentlemen: Please send me without obligation your Catalog 57.

Remarks .....

Individual Name .....

Firm or Co. .....

Street .....

City ..... State .....

First California Navels

Arrived To-day

Quality and color perfect

Malaga Grapes

New Raisins

New Nuts

Place your Xmas Orders with us.

WHITE & CO.

Limited

TORONTO, ONT.

Have You Tried It?

If not, take a package home. Your family will be pleased with the delicious cakes, biscuits, muffins, etc., that Brodie's XXX flour will make. Then you can recommend it to your trade.

It's so easily prepared, nutritious and healthy and not expensive.

Give Brodie's XXX flour a trial.

Order from your wholesaler.

BRODIE & HARVIE

MONTREAL LIMITED

Order from your Jobber

"STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO SELL TIMBER?

Can you inform me where I can sell hub timber, elm logs and wood? S. G. Boyd, Marmora, Ont.

Answer.—D. J. McLean, Mail Bldg., Toronto; Anderson Lumber Co., Excelsior Life Bldg., Toronto; Anglo-Canadian Lumber Co., 26 Adelaide Street W., Toronto; Bowden & Sons, 377 Greenwood Ave., Toronto; Canada Lumber Co., Weston, Ont.; R. G. Dryden, Pelham Ave., Toronto; Fesserton Timber Co., Ltd., 15 Toronto St., Toronto; Gall Lumber Co., foot of Spadina Ave., Toronto; J. C. Gilchrist Lumber Co., 45 Ernest St., Toronto; T. H... Hancock, Junction, Toronto, Ont.; Irvin Lumber Co., Ltd., 3534 Dundas Street W., Toronto; Walter Davidson & Co., Ltd., 186 Duke Street, Toronto; R. Laidlaw Lumber Co., 65 Yonge Street, Toronto; Vancouver Lumber Co., Ltd., Excelsior Life Bldg., Toronto; Victoria Harbor Lumber Co., 12 Wellington St. E., Toronto.

MONTREAL WHOLESALE GROCER

In list of wholesale grocers in Montreal published in answer to enquiry some time ago, the following firm name was inadvertently missed: Birks, Corner & Co., Ltd., 39 Youville Square, and 2, 4, and 6 St. Francois Xavier Street, Montreal, Que.

WHO ARE AGENTS

Please tell me who are agents for Wax No-Rub?—Mr. Mickle, York Trading Co., Toronto, Ont.

Answer.—They have no agents; you buy direct from the Wax No-rub Mfg. Co., Almonte, Ont.

QUEBEC JOBBERS OF PICKLE LINES

Could you give us names of the Quebec Province brokers for the following import lines: Rowatt's pickles, Stevens' pickles, and Cross & Blackwell line?—G. T. Armstrong & Sons. Ltd., Sherbrooke, Que.

Answer.—Rowatt's pickles are handled by A. C. Snowden, St. Francois Xavier Street, Montreal; Stevens' pickles: Forbes & Son, St. Paul Street, Montreal, are agents for these; Cross and Blackwell line is handled by Stewart Menzies & Co., Toronto, Ont..

MAKERS OF MIDGET FLOUR MILLS

Please give the following information as to who makes the Midget Flour Mills—a complete flour mill for putting out 5, 10, 15 or 50 barrels per day?—C. Y. Poehlman, Collingwood, Ont.

Answer.—Canadian Fairbanks-Morse Co., Toronto, Ont.

WHOLESALERS OF BALED HAY AND STRAW

Please send me names of wholesalers in baled hay and straw.—A. E. Flett, 44 Barrington Ave., Toronto, Ont.

Answer.—J. A. Peer & Son, 14 Commercial Street, Toronto, Ont.; Crampsey & Kelley, 778 Dovercourt Rd., Toronto, Ont.

MANUFACTURERS OF ICE CREAM CONES

Please give the following information: Manufacturers of ice cream cones.—Joliette, Que.

Answer.—Maclure & Langley, 12 Front Street E., Toronto, Ont.; Real Cake Cone Co., 81 Jarvis Street, Toronto, Ont.

MANUFACTURERS OF BUTTER BOXES

Would you please give names of wholesale manufacturers of butter boxes and tubs?—C. F. Schutt.

Answer.—E. B. Eddy Co., Hull, Que.; Boxes, Ltd., Ottawa, Ont.; Sarnia Paper Box Co., Sarnia, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.; Consumers Box and Lumber Co., Ernest Ave., Toronto; Barchard & Co., 151 Duke Street, Toronto; Firstbrook Box Co., Toronto; Kilgour Mfg. Co., Hamilton, Ont.; Parry Sound Lumber Co., Toronto.

PAYMENT OF SALESMEN AND OPERATING EXPENSES OF WHOLESALE GROCERY

"Methods of Paying Salesmen and Operating Expenses in the Wholesale Grocery Business in 1918," is the title of the latest bulletin of the Harvard Bureau of Business Research. The discussion of the methods of paying salesmen covers policies used by firms selling in strictly local districts and those having national distribution of their products. Most of the firms with local businesses pay their salesmen fixed salaries without commissions. The investigation showed, however, that the commission plan is generally considered more satisfactory in the larger businesses covering more than local territories. Statements are quoted from several firms describing the arrangements that they make with their salesmen when paying commissions.

Fifty-seven wholesale grocers furnished profit and loss reports that could be compared for the years 1916, 1917 and 1918. Almost everyone of these firms showed an increase in volume of sales in 1918, the largest increase being about 50 per cent. over 1917. For all but three firms, gross profit was lower in percentage of net sales in 1918 than in 1917; 53 firms showed a lower net profit in 1918. Stock turn—5.2 times a year—was lower for 40 firms in 1918 than in 1917. A detailed summary of each item of expense and profit in 1918 based on the reports of 145 grocers is published in the bulletin.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

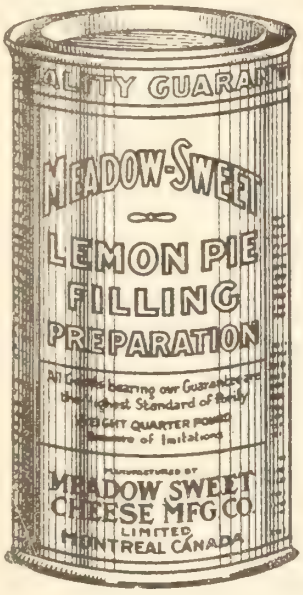
Please give me information on the following: .....Name .....

Address .....

.....

.....

.....



Mr. Merchant 25% Pays You a Fair Profit

You can make the above profit on every tin you sell and at the same time give the trade excellent value.

Meadow Sweet Lemon Pie Filling is now in splendid demand. Easily sold, and means repeat business. Try a shipment from your nearest wholesaler.

Or

Dunn-Hortop Toronto | Angevine & McLaughlin Eastern Provinces | D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED

Montreal

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs..	$5 95
Cleanser, case 50 pkgs.....	3 10
Cleanser(Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz....	5 60

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weight, 11 lbs. to case. Freight rate second class

BLUE

Keen's Oxford, per lb.	$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CC., LTD.

Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tins, doz.	2 75
Perfection, ¼-lb. tins, doz.	1 45
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 28

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 90
SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, Etc.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 42
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼'s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c. Milk Chocolate Sticks, 60 boxes in case..	0 80

5c LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Beans, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
Chocolate Emblems, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95
Queen's Dessert, 10c cakes, 24 in box, per box	1 80

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (55 oz.)	3 00
Brodie's Self-Raising Pancake Flour 1½ lb. pack, doz.	1 50

Coffee Stocks

It is just as important for the exporter in Brazil who expects to satisfy particular roasters to keep a carefully selected spot stock in the warehouse in Brazil as it is for the roaster in this country to keep a stock in his warehouse.

The above cut shows a portion of our selected stock—fine quality coffee—in our warehouse in Santos. The bags are 25 high, every mark and grade separate; so that when an order comes from our roasting friends we do not have to scurry around here and there, trying to pick up a certain grade of coffee, but only have to turn to our shelves, make the proper selections and ship immediately, if this is necessary.

This is another important branch of our service.

J. ARON & COMPANY, Inc.

Importers
New York
Chicago

COFFEE
New Orleans

Exporters
Santos
London

Canadian Representatives :
A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg
Alex. F. Tytler, London
R. M. Griffin, Hamilton
Henry M. Wylie, Halifax

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c
WELL ADVERTISED
Write us or ask your jobber for trade prices.

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MARSH'S

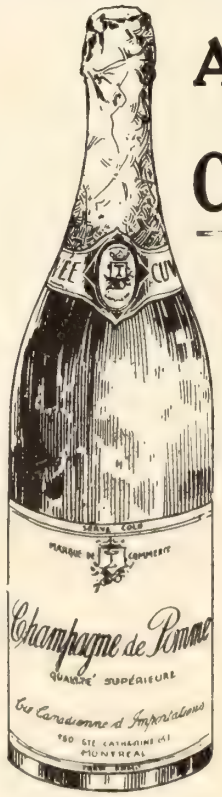
Suggest that name when your customers ask for Grape Juice. The delightful Concord flavor is sure to please them.

Once tasted Marsh's becomes the Grape Juice which your customers will subsequently order by preference.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal



A New Drink

Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations
140 St. Catherine St. E., Montreal

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest cata logue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Shuman Pricing Outfits
for
Groceterias and Stores which price-mark their goods—we have the right system.
For full particulars write:
Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

Oliver's Cream Toffee
5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sak. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVER (the toffee man)
MEDICINE HAT

RICES CONTINUE STRONG

The rice market shows little indication of declining and the tendencies are distinctly the other way. Just at present the selling is not extra brisk and for some lines might be said to be less than normal. For some grades there is a fair demand. Embargoes are still effective in many centres and the difficulty of getting supplies forward from the country of production are not a great deal easier than they were some weeks ago. All cabled and mail advices, stated a large importer to CANADIAN GROCER this week, are higher and the outlook is for a firm market for some time, with advances a real possibility in the not distant future.

CLIMAX PAPER BALERS
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
one 1577 LONDON, ONT.

GASOLINE MANTLES
ASK FOR SAMPLES & PRICES
FOR THE FINEST···BUY AN R-M
RECOGNIZED AS THE STANDARD MAKE
R M BAG
JUNIOR R-M-BAG
FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc

BEANS
Handpicked or Screened in car lots
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

HELP WANTED

WANTED—AN HONEST, CAREFUL AND ENergetic grocery clerk. Must be a good salesman, neat and clean. When answering state experience, salary expected, and give names of previous employers. Address H. C. Pilley, Box 283, North Bay, Ont.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—GROCERY BUSINESS, ANNUAL turnover not less than $35,000. Box 774, Canadian Grocer, 143 University Ave., Toronto.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

AGENCIES WANTED

WANTED—AGENCY OF SPECIALTIES FOR Quebec city and district. Best connections and references. Reply to G. A. Vandry, 28 St. Joseph St., Quebec.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

GOOD LONDON HOUSE CAN SELL CANNED goods and seeks agency for United Kingdom. E. Rochereau & Co., 20, Breadsbury, London, E.C. 4.

AGENCY WANTED FOR QUEBEC AND DISTRICT. Box 784, Canadian Grocer, 143 University Ave., Toronto, Ont.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—GENERAL STORE BUSINESS. Stock $20,000, turnover, $75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

1,000 ADVERTISING HEADLINES AND show card suggestions a book of 32 pages full of live, snappy sentences for advertising headlines or show cards. Secure yours early and use it for your Christmas advertisements and show cards. Price $1.00. Ad. Specialty, Box 419, Antigonish, N.S.

FOR SALE—GOOD STORE BUSINESS IN ONE of the finest spots interior of British Columbia; stock about $15,000; premises may be bought or rented. Cash required for stock; terms arranged for fixtures and premises. Turnover from forty to forty-five thousand. This amount easily increased by owner's personal attention. Reason for selling, other interests requiring owner's attention. Write Box 772, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock and fixtures between $5,000 and $6,000; buildings, $1,800. Town in the centre of a good farming district. Annual turnover $35,000. Good chance for right man. Apply to Bengle Bros., McGregor, Ont.

COLLECTIONS

If you want your own money—we can get it.
There's no reason why you should not get the money that really belongs to you.
Those bad accounts are a sore spot—but we can help you.
Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

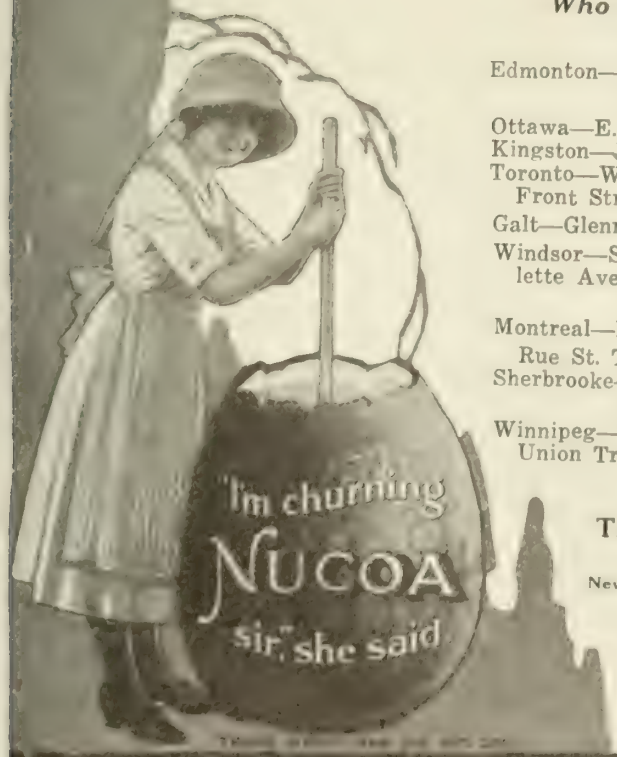
LONDON, S.E., ENGLAND

AGENTS:
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

NUCOA

The Original Nut Butter

Nucoa is a **pure,** appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of cocoanuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.



Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons
Kingston—J. Y. Parkhill & Co.
Toronto—Whyte Packing Company, Front Street E.
Galt—Glennie & Moore, Ltd.
Windsor—S. P. Lyttle, 88 Quellette Ave.

Quebec

Montreal—Labrecque & Pellerin, 11 Rue St. Timothee
Sherbrooke—J. A. Cascadden

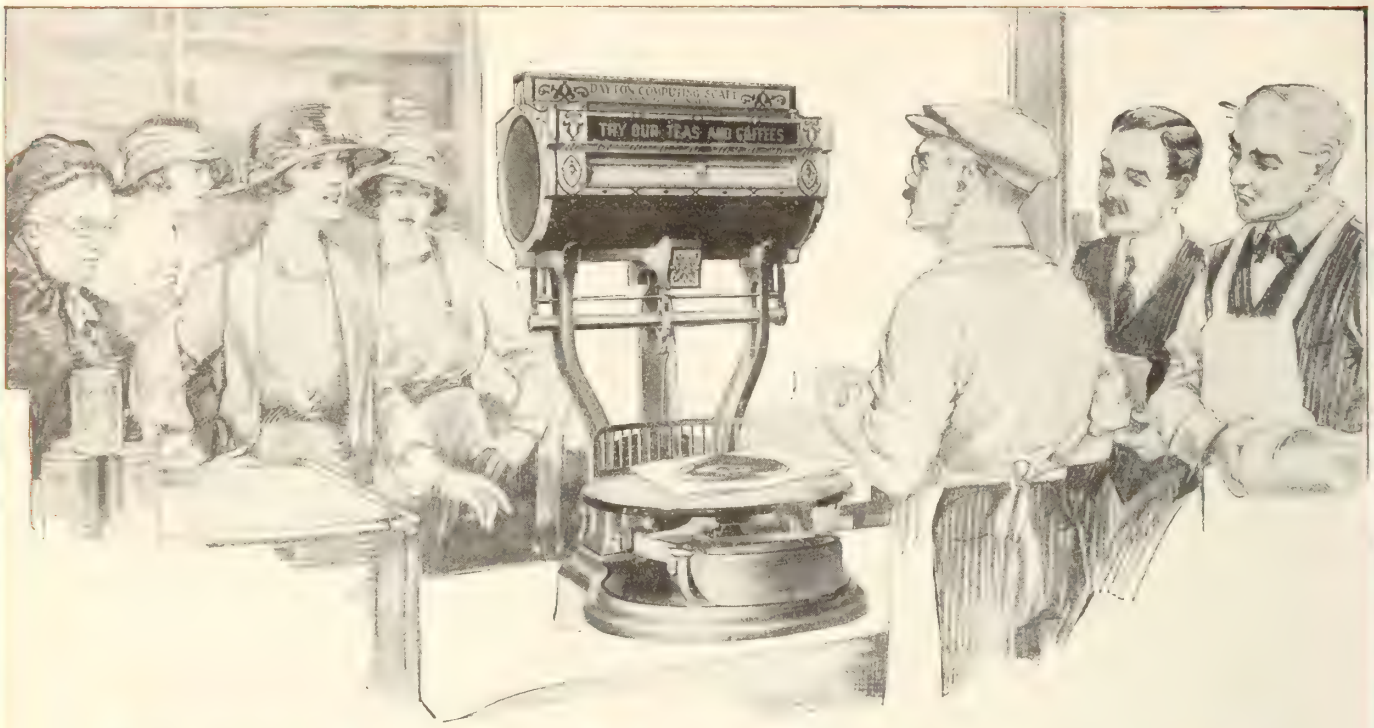
Manitoba

Winnipeg—A. H. McIntosh, 1307 Union Trust Bldg.

The Nucoa Butter Company

New York Chicago

BUTTERS BREAD STAYS SWEET



Speed up, Mr. Grocer, get another Dayton!

No use talking, Mr. Grocer, your customers do appreciate prompt service. They may want to take all the time they like choosing this or that article, but when it comes to weighing and parcelling they don't like to wait. They won't wait. If you haven't enough clerks, or enough scales, or a modern, up-to-date cash system, it won't take much to switch them to a competitor of yours who CAN give them fast service.

The Dayton Automatic Scale is the highest-priced scale on earth because it's the best—the most durable—the handsomest finished of all scales.

"If it's a Dayton, it's Right"

MADE IN CANADA

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Division International Business Machines Co., Ltd., also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 12, 1919 No. 50

ELKHORN CHEESE
8 VARIETIES IN TINS

now has a coast-to-coast distribution in Canada, and backed up by an international advertising campaign that is second to none. Your trade is now reading about the superior, uniform quality and flavor of Elkhorn Cheese in Tins. The demand is already created and our Canadian sales are increasing by leaps and bounds. Now is the time for jobbers and retailers to stock this fast-selling, non-competitive line. It is a clean source of new profits without duplicating any of your present stock. Elkhorn Cheese is made by a special process fully protected by patents, put up in air-tight, parchment-lined containers and guaranteed to keep without refrigeration in any climate or season. There is no spoilage or waste, your profit is sure, and sales are continuous the year round. Write for particulars.

8 VARIETIES

KRAFT
CHILE
SWISS
PIMENTO
RAREBIT
CAMEMBERT
ROQUEFORT
LIMBURGER

Dealers and Wholesalers

Write for samples and full information of Elkhorn Cheese in Tins—8 Varieties.

J. L. Kraft & Bros. Co.

Chicago
363 River St.

New York
370 Greenwich St.

Wm. H. Dunn, Ltd., 180 St. Paul St. West, Montreal
Dunn-Hortop, Ltd, Board of Trade Bldg., Toronto
Oppenheimer Bros., Brokerage Houses from Winnipeg to Vancouver
J. A. Tilton, - - - St. John, N.B.
Pyke Bros., - Halifax, N.S. and Sydney, N.S.
Buchanan & Ahern, - - Quebec, Que.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested.

Profit by Selling

COWAN'S PERFECTION COCOA

THE public demand for COWAN'S PERFECTION COCOA makes it profitable stock for a dealer to carry. That demand has been created through the satisfaction it has given to housekeepers.

The demand is steadily increasing and the dealer who carries this cocoa can rely on growing trade and the confidence of his customers. The stock is never left on your hands and you have a quick turnover of your money, with good profits.

We do not merely sell you our goods. By extensive advertising throughout the country we help you to sell the cocoa you purchase from us. We also provide you with attractive display placards for your store.

Housekeepers find COWAN'S PERFECTION COCOA of delicious flavor and concentrated strength. It is economical and can be recommended for all kinds of cooking where the flavor is desired.

When customers ask for cocoa, recommend Cowan's, and watch your trade grow.

Write to us for more particulars. Booklets of Cowan's Cocoa recipes for distribution amongst customers. Sent in lots of hundred or more to dealers who handle COWAN'S PERFECTION COCOA.

Made in Canada

The Cowan Company, Limited
Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

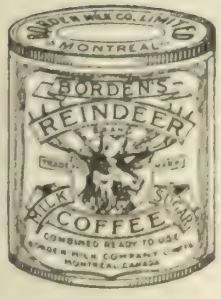
Build for the Future

The most successful Grocery and General Stores of to-day have been built upon Quality Merchandise. The price of Quality may be a little higher, but nevertheless quality builds up and holds the very best trade in a community.

The name

Borden's

has always been associated with High Class, Quality Goods, and when your customers see that you are carrying this line, they will then know that you are desirous of giving them the best—Borden Milk Products not only give you a good, attractive profit, but mean quality and satisfaction to your customers.



If you are not already acquainted with the many attractive features attached to the selling of "BORDEN'S," get a full assortment to-day—display conspicuously on your counter and shelves. Suggest them to your customers and you will be agreeably surprised with the increased sale.

Order through your jobber to-day

Borden Milk Co. Limited

Montreal - - Vancouver

DIRECT SHIPPERS

Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:
FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

"The Best Spread for Bread"

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

Wantmore
PEANUT BUTTER

Here you have the old time **Peanut Butter** vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

Your Dealer has it and also "Wantmore" Salted Peanuts.

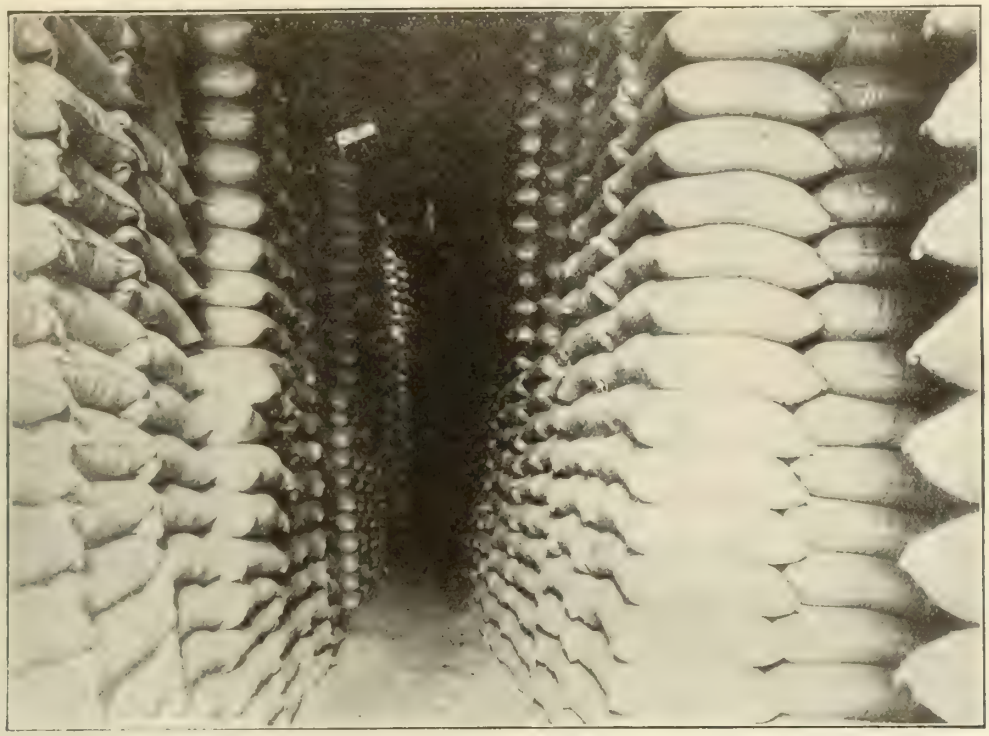
R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

That Add is Not Written TO You, But It MEANS a great Deal To You . . . .

It is one of our publicity series by which the good quality of "Wantmore" Peanut Butter is being made known to the nation.

This great consumer campaign is making it wonderfully easy to sell this product. Send us a small order to begin with and prove our statement to your own profit.

Free electrotypes from our extensive series will be sent free of charge to help you advertise "Wantmore" Peanut Butter locally.



Coffee Stocks

It is just as important for the exporter in Brazil who expects to satisfy particular roasters to keep a carefully selected spot stock in the warehouse in Brazil as it is for the roaster in this country to keep a stock in his warehouse.

The above cut shows a portion of our selected stock—fine quality coffee—in our warehouse in Santos. The bags are 25 high, every mark and grade separate; so that when an order comes from our roasting friends we do not have to scurry around here and there, trying to pick up a certain grade of coffee, but only have to turn to our shelves, make the proper selections and ship immediately, if this is necessary.

This is another important branch of our service.

J. ARON & COMPANY, Inc.

Importers
New York
Chicago

COFFEE
New Orleans

Exporters
Santos
London

Canadian Representatives :
A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg
Henry M. Wylie, Halifax
Alex. F. Tytler, London
R. M. Griffin, Hamilton

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

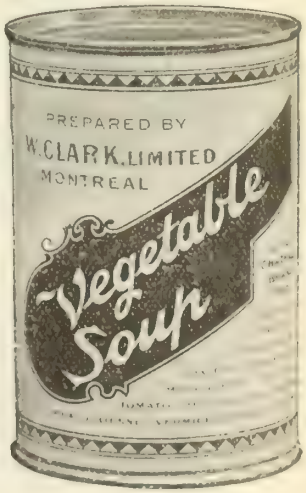
CLARK'S
PREPARED FOODS

Corned Beef
English Brawn
Stewed Ox Tail
Cambridge Sausage
Corned Beef Hash
Lunch Tongue

Roast Beef
Boneless Pigs Feet
Stewed Kidneys
Geneva Sausage
Irish Stew
Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner, Etc., Etc.



SELLERS ALL ***BUY NOW***

W. Clark, Limited **Montreal**

Clark's

HAVINDEN'S COCOA
— PLEASES —

Sold in ¼ lb. and ½ lb. tins, on best terms.

AN EXCELLENT SELLING LINE

Havinden's Cocoa, Chocolate and Confectionery

WATFORD, ENGLAND

Encourage the world-wide need for thrift.

No food you can sell your customers is **better value** than ***Quaker Oats*** or ***Tillson's Oats***—No Products more seasonable sellers to-day.

Present price --- $5.60 per case of 20 packages---is subject to advance at any moment, owing to the strength of the oats market.

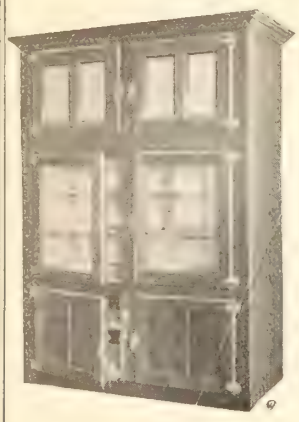
Protect Yourself Now

Order for prompt shipment--display the goods in your window--on your counter.

Stock sufficiently--the purchase will prove profitable.

The Quaker Oats Company

Peterborough and Saskatoon - Canada



Ask Yourself These Questions!

1. How can I increase my sales of perishable foodstuffs?
2. Am I getting all the profit out of my cooked meat sales?
3. Are my perishable goods well displayed in the most sanitary manner known to science?

If you don't know how to answer the first and if you can't answer yes to the latter two—write us.

We have some literature that will interest you.

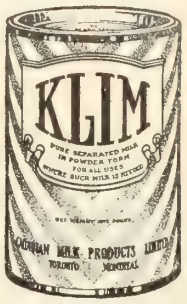
EUREKA

Refrigerator Co., Ltd.

Head Offices and Factories: Owen Sound

Branches: Toronto, Hamilton, Montreal

Increased cost of milk means more sales of KLIM


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS FITTED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

When a woman is seriously considering the reduction of the family milk supply because of excessive cost, it will take but little urging to induce her to try Klim, powdered separated milk. Once she tries it, there's no doubt of her verdict. She will use it again and again, regularly every day.

To-day there are dozens of women in your locality worried over the high cost of milk. Are you taking advantage of this to liven up the sales of Klim?

First be sure you have plenty. Your wholesaler is ready to supply you.

Canadian Milk Products, Limited

TORONTO

Winnipeg Montreal St. John

Y & S STICK LICORICE in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

A Fish Department! Stocked With Watson's!!

Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers Bloaters Boneless Herring Herring Chicks	Feature Herrings in 10-pound pails.	Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited

Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

HOPS

In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.

Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

Eight Million Women Know Them

—Use Them in Your Christmas Window.

The national advertising of Sun-Maid Raisins is constantly going into 8,000,000 homes—homes that you sell to.

In these homes are 40,000,000 people for whom these women buy the food.

The raisins these women know the best are Sun-Maid, so displays of them win the quickest response in sales.

Are you taking advantage of this fact? Are you using this brand in your window and on front counters as an **advertisement for your store?**

SUN-MAID RAISINS

Make a Christmas display of Sun-Maid Raisins and nuts with a little holly to set it off.

Nothing could be more timely. Note how it increases sales.

Three Varieties: **Sun-Maid Seeded (seeds removed). Sun-Maid Seedless (grown without seeds). Sun-Maid Clusters (on the stem)**

California Associated Raisin Co.

Membership 9,000 Growers

Fresno **California**

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale dealers.

Retailers of Winnipeg and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

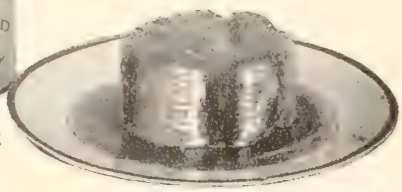
TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA

EVERY MORSEL EDIBLE
AND DELICIOUS



Pilchards Are Unique!

A Tastier Food---For Less Money

"Albatross Brand" Is Always Right

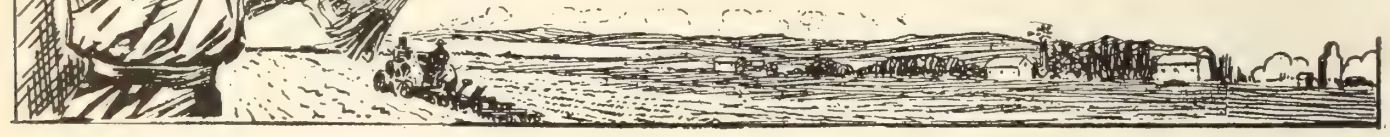
Clayoquot Sound Canning Co., Ltd.
VICTORIA.

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwitd, B.C.

Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA



"Caught in Salt Water"

HALLPINK

choice pink

SALMON

1 lb. and ½ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

C. T. NELSON
Grocery Broker and Manufacturers' Agent
166 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.
R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

QUAKER BRAND GOODS WILL PAY
An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.
We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total S orage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

The House of

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

Say you saw it in Canadian Grocer, it will identify you.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

REX PRODUCTS
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG	S. H. MOORE & CO. TORONTO	KING & SOUTHCOT VANCOUVER
GAETZ CO. HALIFAX	W. S. CLAWSON CO. ST. JOHN	J. N. DION QUEBEC

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

YOU WILL BE SURPRISED

when you see how easily you can make the finest pastry, cakes, pies, biscuits, etc., by using

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

It is with this fine, smooth, always uniform flour that are always made those rich, light, wholesome pastries that please the eye and tempt the palate.

Try it with your favorite recipe and you will not fail to notice how different it is from ordinary flour.

REGAL FLOUR does not cost more than other brands of good flour. It is on sale everywhere in bags of 7-14-24-49 & 98 lbs. and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

EVERY NEWSPAPER OF THE PROVINCE OF QUEBEC

publishes, this week, the advertisement reproduced above in favor of our

REGAL FLOUR

White and Pure as the Lily

the best flour for cakes and pastry. Highly recommended for its high quality, it will please your customers.

How is your stock?

We shall be pleased to fill your orders promptly.

Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.

St. Lawrence Flour Mills Co., Limited, Montreal

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto

MANITOBA, SASKATCHEWAN, and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

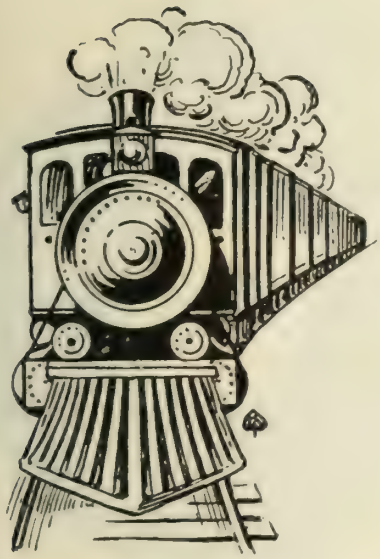
NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

Speed

We pride ourselves on the speed with which we fill and ship all orders.

Every order receives immediate attention the moment it arrives. It is filled from the finest selected first quality lines, carefully packed and shipped at once by the most rapid method of transportation.



Swift Superior Service

On all our shipments of Domestic and Foreign fruit insures you that your order will arrive in fine condition. We can supply you *at once* with the highest *quality domestic and foreign fruits, nuts, vetgetables, confectionery and sundries at very reasonable prices.* Our price list will interest you. Send for it to-day.

"The House of Quality" ***"The Firm for Service"***

H. WALKER & SON

Established 1861

GUELPH - ONTARIO

NUCOA

The Original Nut Butter

Nucoa is a **pure,** appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of cocoanuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

Canadian Wholesalers Who Handle Nucoa

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons
Kingston—J. Y. Parkhill & Co.
Toronto—Whyte Packing Company, Front Street E.
Galt—Glennie & Moore, Ltd.
Windsor—S. P. Lyttle, 88 Quellette Ave.

Quebec

Montreal—Labrecque & Pellerin, 11 Rue St. Timothee
Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307 Union Trust Bldg.

The Nucoa Butter Company

New York Chicago

BUTTERS BREAD STAYS SWEET

Registered

Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--BRIER
INDEX
BRITISH CONSOLS

Chewing--PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

B17

Holiday Opportunity

The Oyster is afforded an opportunity this Christmas that it has never previously enjoyed. Poultry is extremely high and many families will feel the necessity of abstaining from poultry.

Aside from the merit Oysters have in a nutritive sense, there can be no question as to the public regarding the Oyster as palatable, and at this season of the year it is the palatable food that appeals.

Sealshipt Oysters in Glass Jars give this opportunity an impetus that is new and the dealer should take full advantage of.

Sealshipt Oysters in glass jars will appeal to the eye, as well as to the good sense of the consumer. This glass jar is fundamentally sound, and we believe delivers more real value to the consumer, than the old method of bulk oyster was capable of.

Sealshipt Oysters in glass jars were not put up to meet a price. They are put up the best we know how. They are strictly a quality proposition. They require constant refrigeration.

Connecticut Oyster Co., Ltd.

"Canada's Exclusive Oyster House"

50 Jarvis Street -:- -:- TORONTO

Count the "Dead Ones" in Your Stock

It will be painful, perhaps, but it will be the best preventive against being "fooled" again.

These "dead ones" just serve to reduce your profits—you gain absolutely nothing from their presence.

TURNOVER MEANS MONEY — CASH!

therefore stick to the "live sellers" and those articles in constant demand, especially

"SALADA"

TEA

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.
THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

Owing to the high freights prevailing

CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

HANDY SNAP TOP

A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs . Bleaches
Destroys Odors

Your Opportunity

may be lost if you continue to sell your trade inferior merchandise. Stock good products. It certainly pays. "Your customer depends on you."

Brodie & Harvie's XXX Self-Raising Flour

is the best on the market. Makes such delicious pastry, buns, cakes, muffins, etc. Easy to sell. Shows a fair profit. Order a shipment from your wholesaler, or write—

BRODIE & HARVIE

MONTREAL LIMITED

Delicious for making Pies and so Economical

Think of it, Mr. Grocer,

Your customer can make P es.
from a tin of our Lemon Pie Filling; be sure you mention this to her—

NOW is the time to push sales. Make a display on your counter. It will pay you.

Make sure you have a good stock on hand.

T. M. Sibbald & Sons Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co.
MONTREAL LIMITED

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Red Rose Tea "is good tea"

It was "good" when first placed on the market and has been "good" for 25 years.

Stock up with "Wentworth" brand Mincemeat

This popular brand at 16c a pound. It is made from hand-picked apples, peeled and cored, with a generous quantity of fruit and peel.

Caldwell Brand

is a higher grade mincemeat. It is made to meet the demands of the better class of trade and costs you 25c a pound. Packed in leak-proof pails of 40 lbs., and 300 and 600-lb. barrels (½c cheaper).

BOTH these grades are excellent sellers. On 300 lbs. or over we pay freight to any part of Ontario. We also manufacture Pure and Blended Jams, Catsup, Worcester Sauce, Etc.

Order through your wholesaler or direct

The Wentworth Orchard Co., Ltd.

Canners and Preservers

Hamilton **Ontario**

Robinson's "Patent" Barley

is recommended by over 30,000 physicians as an IDEAL FOOD.

For Infants and Invalids

there is nothing like Robinson's "Patent" Barley for imparting nourishment and strength.

All the best grocers in Canada sell Robinson's Patent Barley. Do you?

MAGOR, SON & COMPANY, LIMITED

30 Church Street, Toronto — 191 St. Paul Street West, Montreal

Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

This is a genuine furniture food. Preserves paint, varnish and all woodwork. Only one cloth necessary.

Contains no acids or kerosene. Non-inflammable and is a pleasure to use.

Mr. Grocer, send for a sample; try it on your own furniture first.

An absolute money-back proposition. **VLIT** must make good or we will.

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED

223 McGILL ST., MONTREAL

R. C. HANNAN, *Sales Manager*

MAIN 4927

CANADIAN GROCER

Vol. XXXIII. TORONTO, DECEMBER 12, 1919 No. 50

¶ "I do not foresee any change from our present measure of prosperity for at least five years, probably for seven. The world is face to face with a famine of essentials. The shelves of the grocer, the draper and the hardware merchant are bare, the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price because the goods are not there to purchase. While these conditions last, while all the world is a buyer, there can be no thought of hard times."

Prosperity Assured for Years to Come

An Interview with

LORD LEVERHULME.

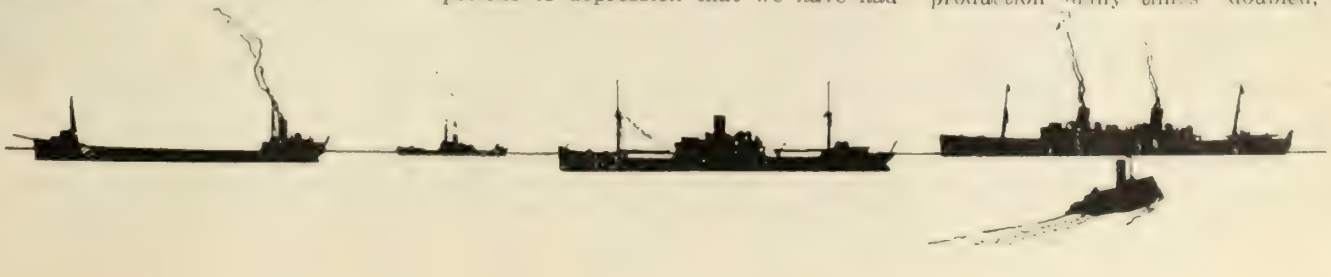
The world has been very full of croakers of late years, and a change in the tone of the music comes gratefully to the ear. Certainly no one could accuse Lord Leverhulme of Port Sunlight, England, head of the great Lever Brothers soap business, and one of the largest employers of labor in the world, of being a croaker; no one could accuse him either of being a man of incautious judgment. He stands as one of the big business men of the world and frankly declares himself an "incurable optimist," not only in regard to general affairs, but in regard to the present disturbed business conditions, and the somewhat uncertain future. "I do not foresee any change from our present measure of prosperity for at least five years, and probably seven," stated Lord Leverhulme to CANADIAN GROCER. "The world is face to face with a famine of essentials. There are too few ships to provide for our needs, there are bare shelves. The shelves of the grocer, the draper and the hardware merchant are bare, and the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price, because the goods are not there to purchase. This condition cannot be remedied in a day. It will be years before production can equal demand, and until it does there will be a ready market for everything that can be produced, and that is so, I believe, quite despite present exorbitant prices. People will pay these prices because only by so doing can they supply their needs. While such conditions last, while the world is a buyer, there can be no thought of hard times. That is the condition existing in this first period of reconstruction, as I see it, and that is a condition that I believe will certainly exist for a period varying from five to seven years. I do not think that in this time any conditions can arise that will greatly modify this judgment.

Wage Reduction a Catastrophe

"In what might be called the secondary period, the period that will follow the time when the world's production has again been brought equal to the demand, the stability of business conditions will be contingent upon two factors: the continuance of present wage conditions to the worker, and a reduced production price that will permit of lower prices. In my opinion, any reduction in wages would be a catastrophe and would unquestionably result in one of those periods of depression that we have had from time to time. Any lowering in the wage market, and such will be the case if industries are shut down and the labor market becomes flooded with excess labor, will react sharply on business and will bring about a condition of hard times.

"On the other hand the laborer must be brought to see the fallacy of the doctrine held by some that a re-distribution of wealth would afford any remedy. You might as well say that the mortgage on the home could be raised by rearranging the furniture. Re-arrange it as much as you like, but the mortgage would still be there till someone goes out and takes off his coat and earns the money to raise it. The thing we must look forward to is when the workingman's five dollars can buy seven dollars' worth of goods as they are at present prices, but such things can only be if the workers as a whole, and that means most of us, for we are all of us bartering one sort of labor for another, are prepared to work to raise the mortgage. The high prices of goods is ninety per cent. paid by the working class and if they neglect the production that would lower prices they are merely raising prices on themselves."

"A reduced production price depends on the co-operation of labor, and on sound economic handling. For instance," said Lord Leverhulme, "there was a man in here a short time ago showing us a machine that would do the work of ten men. Now when you have one man doing the work of ten, then you have a production many times doubled, and



costs reduced, you naturally have a commodity that can be sold at lower prices. What of the nine men whose services are disposed of? They will be making the machine that saves the labor and handling the excess production. It is merely a re-arrangement of labor that leaves everyone employed and producing more.

Larger Production—Lower Prices

"With larger production there must come lower prices; lower prices are made possible by better business system, and with the laborers' wages maintained there is a buyer for all the goods that can be produced. Such conditions will mean an indefinite continuance of prosperity.

Prosperity Outstrips Debt

As for the financial aspect, I do not think that there is ground for fear. At the close of the Napoleonic wars Britain had a debt of eight hundred million. That is taking in the British Empire alone. Our present debt is estimated at somewhere about six thousand million, add in the debt of all other parts of the Empire and the total debt will yet be less than eight thousand million. Ten times as much as that of the Napoleonic wars, but is anyone foolish enough to believe that our resources are not ten times greater than then? Why, take Canada, her resources are a thousand times and more greater than they were in the Napoleonic era. Australia had only been discovered by Captain Cook a few years before. Africa had practically no resources, and the resources of India were a mere bagatelle. Why our resources were scarcely touched in those days. To-day they are certainly many times more than ten times as great, and if a time of undreamed of prosperity followed on those uncertain days, why should we fear any disastrous financial conditions now? As I said I am an optimist and I can see only good times ahead."

New Low Price Store Chain for Canada

The L. R. Steel Company Propose to start a Chain of 100 Stores in Canada, Forty of These to be Started During the Coming Year

A NEW chain of stores following the general policy of the 5 and 10 cent stores at present in existence, are about to be opened simultaneously in Canada and the United States. The Canadian Company is known as the L. R. Steel Company Ltd., and has its executive quarters for the present in the Royal Bank Building, Toronto. In the United States the company is known as the L. R. Steel Company, Inc., Lincoln Building, Buffalo. The control of the Canadian company will rest with the United States Company, and all financial dealings will be completed at that end.

The plan is to start a chain of 100 stores in Canada. The stores to be located in cities of over 6,000 population. As far as can be learned, no locations have yet been purchased, but it is understood that this work is in hand, and the first stores will probably be opened early in the spring, and it is expected that before the close of the coming year fully forty stores will be in operation. The organization at present is busily arranging for supplies.

The new chain varies from the well-known chains now in existence in the fact that while they will cater to the needs of the public for a cheaper line of goods, they will not set themselves as low a limit as the stores at present operating.

The new organization opens with a 5c to $1.00 margin, and this idea arose out of the fact that the war conditions had made the lower limit set by other stores a great element of difficulty, because owing to the advancing cost of many lines, several of the most profitable departments of the 5c and 10c stores had to be discontinued. With the dollar limit the new company believes that it has a sound proposition, that many lines that heretofore have been too high-priced for these stores, can be listed, and they feel that the public will appreciate the change.

The company will not deal largely in grocery lines. There will be a cafeteria in connection with all the stores, however, and it is the intention to sell a few lines such as coffee and tea in connection with this cafeteria. The beverages will be served in the restaurant, and will so be introduced to the customers.

Sundry odd lines generally sold in the grocery store will also be handled such as brooms and brushes, candy, candles, fruit, soap, washboards, wash-boilers, etc.

BROOM PRICES TO ADVANCE AGAIN

The broom market is manifesting considerable strength, and advices received indicate that there will be a further advance of price early in the New Year, if not sooner.

An Eastern Canada manufacturer pointed out to CANADIAN GROCER that the recent increases for wire products would be one of the contributing factors in the increase. In addition to this, handles have recently advanced, and there is also the advance for wire nails recently effective. Of course the high prices obtaining for broom corn have been the big factor, and in addition to this labor is perhaps the largest contributing factor in the cost of brooms to-day.

While actual Government reports indicate that shipments of broom corn have for some months of 1919 been heavier than those of the corresponding months of 1918, this does not prove that the supply is greater. Manufacturers held off buying their raw materials in the hope that something would turn up and supplies be cheaper. This meant that when the 1919 harvest was garnered the various manufacturers rushed their orders in for supplies, having been short of the necessary stock. The consequence has been that of showing larger shipments than formerly.

It is understood that the present movement of brooms is very large and that, despite the high prices ruling, there was been a continued demand from all sources for this commodity.

ABATTOIR COMPANY TO RE-ORGANIZE

Shareholders of the Montreal Abattoirs, Limited, met on Tuesday of this week at Montreal for the purpose of considering a plan to re-organize this company, and which follows a resolution met by the Board of Directors on November 17th 1919.

Oysters in Glass Need Refrigeration

A CURIOUS impression has gained credence with certain handlers of oysters in the new glass sealer package, that by reason of their being in a sealer they are protected against deterioration, and may be used for display purposes, just as canned fruits in glass are used.

It is to be remembered that the fruit is a processed article, however, and that the package is sterilized by heat. With the oyster the case is entirely different. The glass is merely a convenient and attractive container, and a protection against deterioration from water or other substances. But the oysters themselves are the same as those shipped in bulk and are just as perishable. Indeed, if anything, they would be slightly more perishable under ordinary store conditions, though when properly refrigerated they will last somewhat longer.

Oysters in glass must be kept in a refrigerator, or in some similar means of refrigeration. If wanted for display they must at least be partially protected by an ice packing. To leave them around the store under the impression that because they are in glass that they cannot spoil is to court trouble. They are fresh oysters, not processed in any way, and it is therefore quite impossible to protect them against deterioration by any other method than by cold.

A FOLLOW-UP ON TRENCH BOXES

Michie & Company, Toronto, the store that was one of the pioneers in the "Boxes for the soldier" idea, are still featuring the overseas trade, realizing that many a man has friends overseas who had none before. Suggestions for timely Christmas boxes outlined in the store advertising.

MICHIE & CO., LTD., Toronto, was one of the first stores to foster the business of boxes for the trenches, and developed the idea, with a thoroughly planned service and a method of ensuring delivery that helped to develop this department into a very important factor in the business.

Stores everywhere rapidly adopted the idea, and the trench goods department became an important factor in the store's business. With the end of the war and the gradual return of the soldiers to their native shore, the average store decided that there was nothing in the idea now and dropped it with speed. Probably, in many instances, it was a wise course to drop the matter, but the store that pioneered the idea does not look at it that way. They figure that there are still a goodly number of boys in Britain and in Belgium and France, and that they cannot afford to disregard this greatly depleted list of clients. But there is another slant to the idea that the store has thought out, and that is, that while the boys have been overseas, they have received kind and courteous treatment at a thousand hands, that could be gratefully remembered at the Christmas season. There will be many men who are eager to send this message of appreciation, and who only need the suggestion to crystallize the thought into action.

Michie & Co. have capitalized this idea and head their advertisement, "To Your Overseas Friend," a hint that will be all that is needed to call the minds of many a man back to some remembrance of kindly faces and kindly deeds.

Helping the Overseas Larder

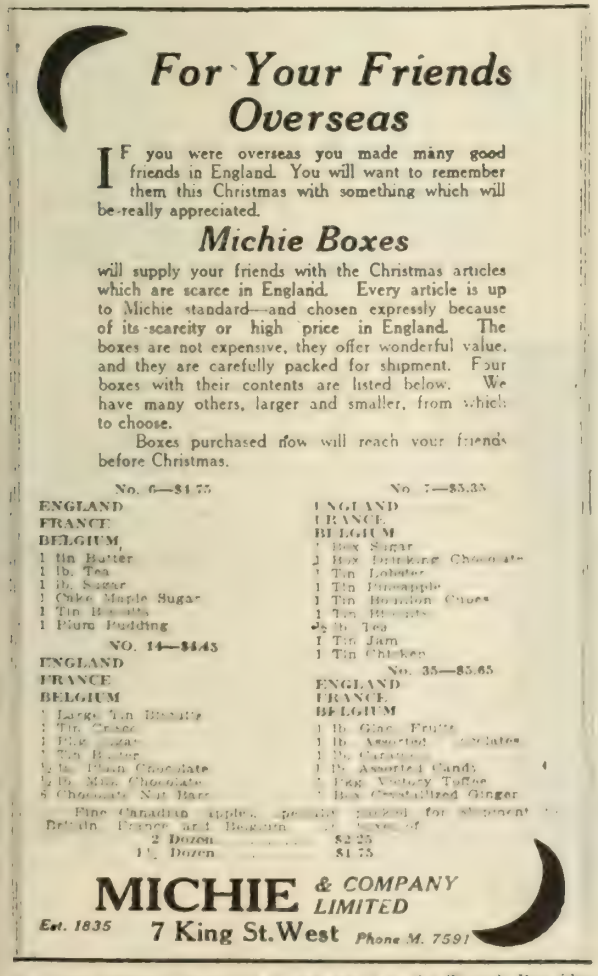
The advertisement goes on to point out that conditions overseas are not as they are here, that there are deprivations and restrictions that keep many little items of Christmas cheer from the average home. Here, then, is the chance to bring that kindly thought into action. To send overseas a package of good things, the very things that it is now hard to find in the English and French home. Just little items of food to give an extra flavor to the daily fare.

The same care in the arrangement of details is maintained in this service. Here are assortments for delivery overseas. They contain such items as butter in tins, sugar, maple sugar, biscuits, plum pudding, chocolate candy, glace fruits and taffy. The very items that would be in special favor overseas, for the pinch has come in sugar and all things in which sugar appears, and in butter and similar lines also.

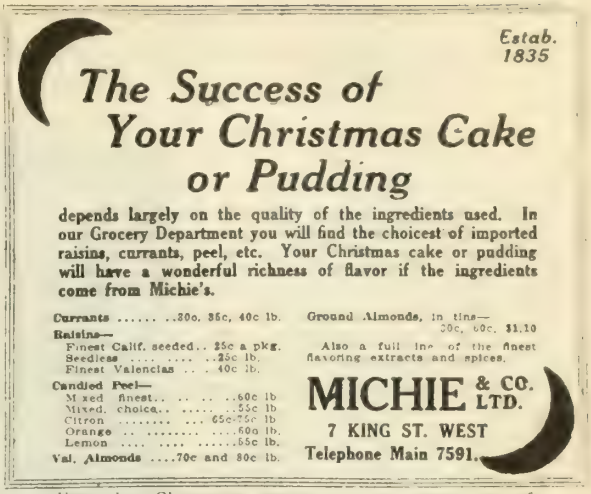
The prices are set. The sender knows what the parcel will cost, and the store assumes the work of delivery.

They have added also boxed apples to their list and will send apples boxed for delivery to any part of England, Belgium and France. The apples are packed in boxes of one and a half and two dozens.

Probably the greatest factor in making this department of the store's business so successful was the persistent and effective advertising, and as the advertisement illustrated herewith will prove there has been no letting down in the force of the appeal, even though the great demand is happily a thing of the past.


For Your Friends Overseas
IF you were overseas you made many good friends in England. You will want to remember them this Christmas with something which will be really appreciated.
Michie Boxes
will supply your friends with the Christmas articles which are scarce in England. Every article is up to Michie standard—and chosen expressly because of its scarcity or high price in England. The boxes are not expensive, they offer wonderful value, and they are carefully packed for shipment. Four boxes with their contents are listed below. We have many others, larger and smaller, from which to choose.
Boxes purchased now will reach your friends before Christmas.
No. 6—$4.75
ENGLAND
FRANCE
BELGIUM
1 tin Butter
1 lb. Tea
1 lb. Sugar
1 Cake Maple Sugar
1 Tin Biscuits
1 Plum Pudding
No. 7—$5.35
ENGLAND
FRANCE
BELGIUM
1 Box Sugar
1 Box Drinking Chocolate
1 Tin Lobster
1 Tin Pineapple
1 Tin Brandon Cheese
1 Tin Biscuits
½ lb. Tea
1 Tin Jam
1 Tin Chicken
NO. 14—$4.45
ENGLAND
FRANCE
BELGIUM
1 Large Tin Biscuits
1 Tin Cheese
1 Pkg. Sugar
1 Tin Butter
½ lb. Plain Chocolate
½ lb. Milk Chocolate
8 Chocolate Nut Bars
No. 35—$5.65
ENGLAND
FRANCE
BELGIUM
1 lb. Glace Fruits
1 lb. Assorted Chocolates
1 lb. Caramels
1 lb. Assorted Candy
1 Pkg. Victory Toffee
1 Box Crystallized Ginger
Fine Canadian Apples, specially packed for shipment to Britain, France and Belgium
2 Dozen $2.25
1½ Dozen $1.75
MICHIE & COMPANY LIMITED
Est. 1835 7 King St. West Phone M. 7591

An advertisement featuring a new slant to the Trench Box idea, adopted by Michie & Co., Ltd., Toronto, who made a specialty Trench Box.


Estab. 1835
The Success of Your Christmas Cake or Pudding
depends largely on the quality of the ingredients used. In our Grocery Department you will find the choicest of imported raisins, currants, peel, etc. Your Christmas cake or pudding will have a wonderful richness of flavor if the ingredients come from Michie's.
Currants ....30c, 35c, 40c lb.
Raisins—
Finest Calif. seeded.. 25c a pkg.
Seedless ....25c lb.
Finest Valencias .. .. 40c lb.
Candied Peel—
Mixed finest.. .. .. ..60c lb
Mixed, choice.. ....55c lb
Citron .... 65c-75c lb
Orange .. ..60c lb.
Lemon ....55c lb.
Val. Almonds ....70c and 80c lb.
Ground Almonds, in tins— 20c, 60c, $1.10
Also a full line of the finest flavoring extracts and spices.
MICHIE & CO. LTD.
7 KING ST. WEST
Telephone Main 7591.

Featuring Christmas cooking hints a good type of Christmas advertising.

BANANA IMPORTS INCREASE

Imports of bananas have been much heavier this year than a year ago because importing companies have been able to get bottoms in which to ship. Last year the shipping was all taken over by the Government for troop movements. Arrivals in November in New York were 785,125 bunches as compared with 177,250 bunches a year ago.

U. S. Retailers Ask 2-Cent Margin On Sugar—Claim Such a Figure Is Essential to Sound Business

Declaring that a maximum margin of at least two cents a pound profit on sugar is necessary for the retailer under present conditions, and prevailing cost of going business, The National Association of Retail Grocers of the United States has submitted the matter to Attorney-General A. Mitchell Palmer. The message of protest reads as follows:

"Respectfully submit that maximum retail profit on sugar should be not less than two cents a pound, based upon cost of doing retail business, which averages 17 to 20 per cent. on selling price. This would be only fair margin on your newly established wholesale price of twelve to seventeen cents and would conform to one and one-half cent margin allowed by Food Administration when wholesale price was about nine and one-half cents. Percentage of cost of doing business has kept pace with increased cost of commodities.

EVAPORATOR COMPANY OPENS ADDITIONAL PLANT IN N.S.

Graham's, Ltd., of Belleville, Ont., has opened up the tenth of its evaporating factories in the Annapolis Valley, Nova Scotia. The last to be operated is the Kentville branch. The company now operates sixty factories. The ten plants in the Annapolis Valley will use up about 8,000 bushels of apples per day. The firm has purchased in Nova Scotia fully a quarter-million barrels of apples for evaporating and export.

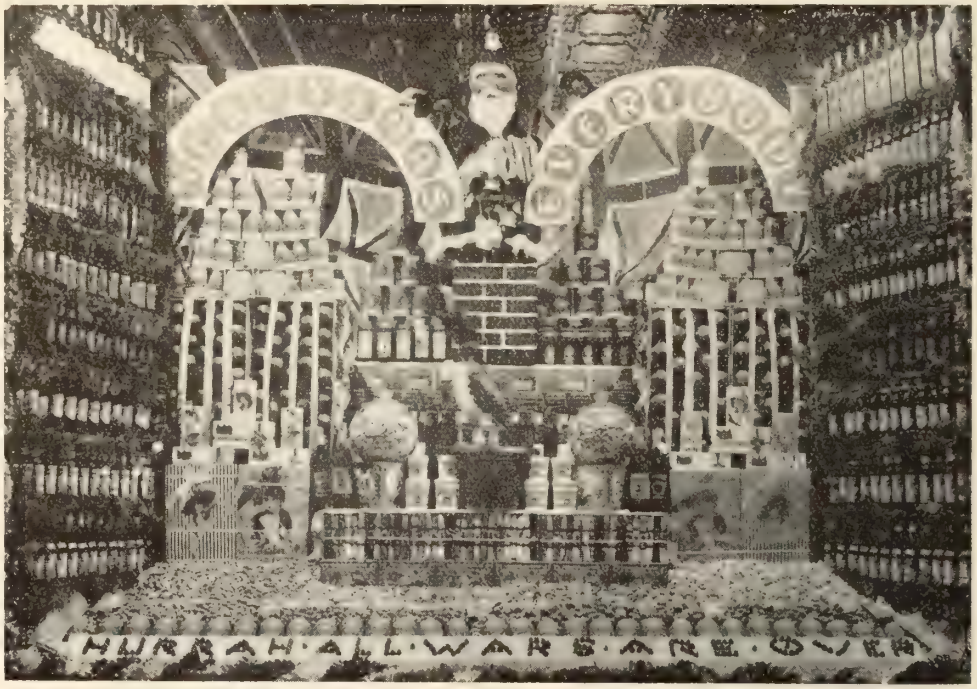
Some Prize Winning Windows

The prize winners in the 1918 Christmas window contest for localities not exceeding 10,000 population—

1. The McKenzie Co., Kelowna, B.C., dressed by Mr. Johnstone.

2. J. F. Fumerton, Kelowna, B.C., dressed by W. G. Lock.

3. B. C. Watson, Leamington, Ont., dressed by Ted Locke.

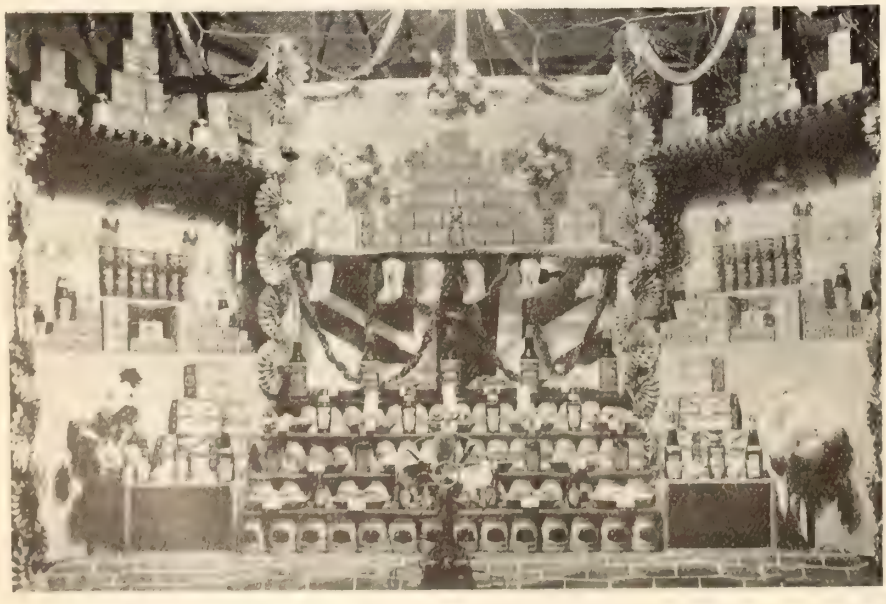


THE second prize window illustrated at the top of the page is decorated with red, white and blue bunting around the entire window. The window is decorated as follows: First, a row of Sun Maid Raisins, then a row of loaf sugar across the entire window, seven inches wide. "Hurrah! All Wars Are Over" is printed with Moir's Opera Chocolates, then a row of Dolton's custard powder, and at either end a Christmas stocking; following, a row of nuts of all kinds, separated by Christmas crackers, followed by packages of figs and assorted candies. The centre pyramid is made up of cases of canned goods of different sizes to make it uniform. At the bottom of the centre pyramid there is a row of Perrin's overseas biscuits. On top of these biscuits is a row of Xmas crackers. The next row up is a glass jar of cranberries in the centre, with a loon on top.

Directly in front of the board a pyramid of McLaren's cream cheese in tin foil. The centre of the next row is an imitation chimney with Santa Claus on top, decorated with all kinds of toys and Xmas stockings. The chimney is an empty tomato case, painted red. The white lines representing the mortar are of white ink used in showcard printing.

On the right of the picture is a row of red currant jelly in glass jars, and a pyramid of pears. Commencing at the bottom on either side of the pyramid are, first, two large boxes of chocolates, with small boxes above. Directly behind are cases of oranges, the inner side decorated with holly and Xmas stockings.

On top of the cases are pyramids of apricots, and in front are pyramids of comb honey; and behind, honey in quart jars. The arches on either side of Santa Claus are cut out of boards, painted white. The lettering is done with white showcard ink, on red showcard paper which is glued to the board. Then a large flag forms the background.



The third prize window in Class B is illustrated herewith. The window is outlined in paper decorations, and effective use is made of flags as a background. The foreground is canvas painted to represent bricks, and mounting from it is a pyramid with a base of canned goods surmounted by several rows of bottle goods interspersed with dishes containing Christmas nuts and confections. The centre of the window is also outlined in cut paper while the pyramid idea is carried to the top of the window by a display of boxed dates. Note the effective use made of flowers in vases to enhance the Christmas nature of the window. Also note the use of price cards.

SHORTAGE OF COAL MAY AFFECT DELIVERIES

CANADIAN GROCER is informed by a large Canadian manufacturer of food products, including starch and syrups, that a grave shortage of coal for manufacturing purposes confronts the manufacturer. In the course of an interview with this party, he intimated that in some cases car loads of coal destined to them were stopped in transit and diverted elsewhere. This is something, of course, which the consignee has no control over under present conditions. In one instance, where five car loads were on the way to the manufacturers' plant, three of them were stopped and he only received two, and in another case the conditions were almost similar.

This makes a very serious situation for the manufacturer, and confronts him with the necessity of figuring out just how long he can continue to operate his plants. This informant also pointed out the extreme probability of coal shortage continuing for some time. As the miners have been idle in the United States for many weeks, and as the supply used in the Canadian plants come from there, there is every reason to anticipate at least some shortening of the working hours in factories.

When it is remembered that the difficulties of recent weeks in maintaining a continued output of coal from the mines, it will be readily understood that the manufacturer has not been able to lay up surplus stock for any great length of time. In view of this, the suggestion is made that the jobber and retailer should look into their needs for the next few weeks or months. The manufacturer of various products is simply confronted with the possibility of having to close down because of not being able to get coal, and if this continues, his surplus stock which he is now able to lay up, if at all, will soon be depleted. The question of the moment is one of grave interest to manufacturers.

BOXING MATERIAL SCARCE

The present demands of various manufacturers for boxing materials cannot be met, according to advices secured by CANADIAN GROCER. This shortage comes at a season of the year when the condition proves a real hardship, and is due, in large measure, to the shortage of woodsmen, and upon whom the paper manufacturers must depend, in the first instance, for their supplies of pulp.

As showing how acute the situation is, the representative of a Canadian cocoa manufacturing company stated to CANADIAN GROCER that they had just placed an order for several carloads of boxes at open prices. Not only so; the manufacturer accepted the order on the understanding that delivery would be made when possible, and only at such prices as he should find necessary to charge when the stock was manufactured.

This shortage of stock was emphasized by a second manufacturer, and who stated that the outlook was very uncertain for supplies.

Rolled Oats Likely to Go Higher

Continued Strength in Oats Market Warrants Stronger Values on These Products—Advances Are Looked For in Near Future

MANUFACTURERS and jobbers in rolled oats and oatmeal are predicting higher prices for these products within a short time,, and the retail trade is well advised to buy at present values. Dealers claim that present prices are really below cost, and owing to the sharp advances taking place in oats on the Winnipeg market, there must before long be higher values named on rolled oats and oatmeal. Number 2 C. W. Western oats, that are largely used in the manufacture of rolled oats, are quoted around 87½ cents per bushel, which together with cost of storage, freight, etc., will cost laid down at the mills in Ontario, about one dollar per bushel. At this price, manufacturers state that a higher figure is warranted for the oat products. Consequently it would seem that rolled oats in the packages, cases of twenty, are good buying at $5.60. Rolled oats in the bags of 90 pounds are quoted at from $4.75 to $5. With the continued strength of the oat market, there doesn't seem to be any doubt but higher prices on these articles will be put into effect.

New York's Idea of Prices and Margins

THE Fair Price Board of New York City is issuing a series of fair price lists that represent what the board considers a fair margin over cost. The public are invited to report any instances where prices exced these figures.

The figures given herewith, which are for the week of November 17, give some idea of the prevailing prices and the margin allowed.

Article, Kind and Grade—	Cents Per Pound. Wholesale Prices		Maximum margin.	Maximum fair prices	
Beans, pea or medium, imported	0 06½	0 07½	0 03	0 09½	0 10½
Butter, Fresh Creamery Firsts to 91 score (good table)	0 65	0 71	0 06	0 71	0 77
Butter, Storage, Firsts (good table)	0 56½	0 65	0 06	0 62½	0 71
Corn, Canned, No. 2 Standard	0 09 1 6	0 11 2 3	0 03½	0 12 2 3	0 15 1 6
Cornmeal, Yellow, Granulated	0 03¾	0 04¾	0 01½	0 05¼	0 06¼
Eggs, Candled Cold Storage	0 52	0 60	0 06	0 58	0 66
Eggs, Select Candled, Fresh	0 72	0 86	0 07	0 79	0 93
Flour, Wheat	0 06 2 5	0 07	0 01	0 07 2 5	0 08
Lard	0 30	0 31	0 06	0 36	0 37
Oats, bulk, Rolled	0 04½	0 05½	0 01½	0 06	0 07
Onions	0 02	0 05	0 01½	0 03½	0 06½
Peas, Canned, No. 2 Standard	0 12	0 12½	0 03½	0 15½	0 16
Potatoes	0 02	0 03 1 3	0 01	0 03	0 04 1 3
Rice, Blue Rose	0 12	0 13½	0 02	0 14	0 15½
Salmon, Canned, No. 1 Tall, Pink	0 18 1/3	0 20	0 04½	0 22 5/6	0 24½
Sugar, Granulated (bulk)	....	0 09½	0 01	....	0 10½
Tomatoes, Canned, No. 2 Standard	0 10	0 12½	0 03	0 13	0 15½

Red Clover and Alsike Reach Unprecedented Prices

The scarcity of clover seeds at the present time is inducing a condition of unprecedented prices. The prices at present demanded for alsike and red clover are the highest on reord, and there is no indication of any improvement in these conditions. These unwonted prices are the result of a very acute scarcity, the production being far below the actual demand for these seeds. No. 1 fancy red clover is quoted at $31 a bushel and No. 1 fancy alsike is at $28, while No. 3 is selling for $22 and $19 respectively.

With these high prices prevailing sweet clover has, in many cases, taken the price of the higher-priced seeds. There was a good crop of this seed this year, and a brisk export demand from the United States and Europe was experienced for it, a demand that, in connection with the scarcity of other seeds, had the effect of sending these prices up also, so that now prices are ranging from $14 to $15.75 a bushel.

BOILING PEAS FIRM IN PRICE

The present demand in parts of Canada where boiling peas are more extensively used, finds but a short supply to meet this need. Prices are, as a consequence, inclined to advance, and while Japanese green wrinkled peas are said to be available, best Canadian blue peas are selling wholesale at one cent a pound less than the Japanese product. This lower price, in part, is reported due to the exchange difference on currency.

In the Quebec market buyers are very particular as to the class of peas that are offered. The pea must be clear and of natural and uniform color. When boiled it must disintegrate into a creamy mass, otherwise the trade will not purchase. It is such peas as these that the trade is seeking and prices are inclined to advance materially on these grades.

Inland revenue returns for October show an increase of slightly over half a million as compared with October, 1918. The excise tax on tobacco is now the largest source of revenue for this department, the amount collected during October being $2,767,685, whereas the tax on spirituous liquor and malt brought in only slightly more than $800,000. War revenue stamps yielded $1,103,197 for the month.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - - - President

H. T. HUNTER - - - - - - - Vice-President.

H. V. TYRRELL - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

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VOL. XXXIII. TORONTO, DEC. 5, 1919 No. 49

URGE EARLY BUYING

WITH the advent of the Christmas season, it again becomes necessary to stress the point of the need and the wisdom and the kindliness of doing the Christmas shopping early. In the grocery lines especially the merchant should lay stress on this idea. He should urge his customers to forestall the possible needs of this season, pointing out to them that in many of the most important Christmas lines stocks are very limited and that once gone it will be impossible to replace them from the jobber. That kind of argument will come with more force to a customer who has not yet placed her order, than to one who has delayed and has found that many of the goods required are unobtainable.

NO REACTION PENDING

THE *Financial Post* in an editorial in the current issue commenting on Sir Vincent Meredith's address at the annual meeting of the Bank of Montreal, has this to say:

"Not only is the report the first of the series from the big financial institutions reviewing conditions in the whole country, but it merits special attention in view of the conservatism which marks the policy of Canada's premier bank. And it is because of this conservatism that the confidence with which President Sir Vincent Meredith views the future may well be regarded as optimism.

"After pointing out that a reaction from the feverish activities and high prices produced by the war has not yet occurred, Sir Vincent observes that IT CANNOT BE SAID TO BE IMPENDING. There is less optimism with regard to the future than there has been, he says, but 'the great pressure on our agricultural and manufactured resources caused by home and foreign demand shows no sign of abatement.'

"Sir Vincent evidently looks for some readjustment of living costs after another harvest with attendant influences upon wages and commodity values generally, but he points out that the readjustment promises to be gradual in view of the actual shortage of foodstuffs and other supplies throughout Europe."

A FRENZY OF DENUNCIATION

THE Toronto *Globe* works itself up into a passion of righteous indignation quicker, probably, than any other paper in Canada. Here, for instance, is the way that, without knowing anything about the circumstances, it is demanding jail sentences for a few score of fellow citizens:—

"Under a conspiracy existing between certain milling interests and certain Montreal bakers a fixed minimum price for bread was to be charged to consumers. The flour was sold to the bakers with an agreement that the cost of each loaf of bread should not be less than a stipulated figure.

"This direct and definite statement does not emanate from rumor or report. It is not founded upon suspicion. It is an official declaration made by Commissioner W. F. O'Connor, K.C., of the Canadian Board of Commerce, at a conference with master bakers in Ottawa. It is authoritative.

"Mr. O'Connor adds that discovery of the conspiracy may lead to the taking of action against 100 to 125 persons involved.

"Why 'may'? There is no worse—no more heartless—type of combine than that which conspires to fatten on the basic food of the people. The 'may' ought to be 'must.' Official knowledge of the existence of the illegal negotiations should mean immediate and vigorous prosecution. Names and details should be made public. Charges should be preferred, and the guilty parties brought to trial."

The suggestion that details should be made public is apparently a reasonable enough suggestion. Here, then, are the details. A number of smaller French bakers in Montreal started to cut prices in a manner that resulted in a bread war, in which the warfare grew so intense that there was strong probability that the majority of these bakers would be forced into the bankruptcy courts. This being the case, a traveller for a large Montreal milling concern, quite on his own initiative, met these warring bakers and pointed out the dangerous nature of the course they were taking, and stating that he could not continue to sell them flour if their methods jeopardized the investment. There is no suggestion that any effort was made to increase prices beyond an actual living price level. It was merely an effort to protect certain parties against their own foolishness. One wonders will the *Globe*, knowing the facts, be as liberal in its jail sentences?

THE WINDOW CONTEST

OF all times of the year the Christmas season represents the best selling opportunity for the merchant. He wants to make the most of it, to build up this opportunity till it yields him the very acme of results. To do this every agency of the store must be used to the limit. The window is possibly the greatest single selling agency the store has. To encourage the better use of this outstanding asset CANADIAN GROCER has made it a practice to hold a regular window contest at this season. We are not stressing the matter of prizes, we give them as an added inducement, but the real argument for the contest is that the entry will bring credit to the store who enters it, and help to elevate the general standard of displays in the country.

ADVERTISING FRUIT JARS IN DECEMBER

THE merchant in many a smaller place has an impression that the large city stores have before them some road to success that is not open to the man in the smaller town. As a matter of fact, these large stores have no secret of success. They have the goods and they tell people about them, tell them convincingly and often finding out what the customer is most interested in knowing about the goods and laying stress on that point. There is no reason in the world why the merchant in the smaller town should not adopt exactly the same methods, and many indeed are doing it. It is a sad fact, however, that there are still a large number of merchants who while having an inward feeling that advertising is a good thing, but who miss the whole idea of appealing to the public taste. From a Carleton Place, Ont., paper of Dec. 6, we clip the following advertisement:

"THE PRESERVING SEASON IS AT HAND"

The advertisement goes on to tell that the store has a full line of self-sealers, and that they handle fresh fruit as usual. But advertising preserving goods in December is not likely to put much of a crimp in the department store business. They would never make such a mistake as advertising goods that could not possibly be of interest for six months or more. And, moreover, if they had advertised sealers it would probably be to explain to the housewife how easy they were to seal, and how safe a protection they were for the fruit.

And still all the while merchants are ready to sit still and encourage themselves in the idea that the Mail Order House has some talisman of success that they cannot possibly have. Of course the only advantage they have is that they use the brains that God gave them as a rule to better effect, and when the average mechant puts the same amount of grey matter and the same amount of energy into his business that the Mail Order Houses do, he will be able to sit back and smile at their competition.

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A Towns and Cities Under 10,000 Population		CLASS B Centres Over 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Contest closes Jan. 3. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

Rules and Reflections on Credit Giving

It is Impossible to be "Too Particular" About Observance of Credit Rules

By HENRY JOHNSON, Jr.

IT is no very difficult thing to get credit accommodation from Park & Tilford, the big New York grocers. But no matter whom you may be, when the bill is due, you will find it must be paid—paid promptly—paid according to their rules, not your own. If you do not pay at once, you get a curt note, which reads about this way: "Your account, due 1st of this month, is still unpaid. All our prices are based on cash payments, credit being extended merely as an accommodation to you. The accommodation must be limited strictly by our rules, which are payment in full the first of each month; otherwise we cannot continue the arrangement. Please send remittance by return mail."

Nothing very diffident or apologetic about that? Why should there be? That firm knows precisely how to cater, most adroitly, to the best trade; but it caters to nobody by any breach of its credit rules.

There is a lot of misunderstanding about credit and its effects on character. Credit, properly handled within the correct limitations, it is a distinct benefit to both merchant and customer. It is just as much a legitimate item of service as any other thing you do for your trade—so long as its limitations are respected.

Your credit buyer, the housekeeper who habitually pays you, say, $38 per month for her groceries, soon acquires habits of system in all her affairs. The first of each month she gets all her bills. She checks them over carefully. If yours is $36, she looks over it to see wherein she made the saving of $2. If it is $39.50, she scrutinizes it minutely to see how she came to spend that excess $1.50. Thus she is a good manager, knows what she is doing with every cent, makes every penny count to best advantage. She is the woman who helps her husband accumulate a fine family, to which she gives the best education, while acquiring a home, life insurance and a bank account

For the merchant such customers are a joy and an anchor to windward. He can depend on their trade, so he devotes his best energies to their service. They do not flirt around. They stay put so long as the grocer does his part. I have had them come to me and order a new cedar washtub: and do you know that one you sold me twelve years ago when I started housekeeping has only just worn out? I thought you'd like to know that."

Meantime, the cash customer may buy for less, though it is doubtful whether she does in the long run. She is nobody's customer and gets indifferent service. Her money goes more easily, because unsystematically. Usually she saves nothing and lives in rented quarters.

Henry Johnson, Jr.

It is desirable to hold customers, but no individual customer is important enough for a breach in your credit rules. Hence, when this same superior lady asks for an extension of her account for 90 days, decline. Decline with care and tact, but decline. She'll feel hurt, but she'll think it over and continue. Then never again will she seek to infringe your rules. In the long run she will know you are right and respect you for it.

But if, just supposing, she should flew the coop? Why, in that case—stick to your rules. Business, like nature, cares much for many customers, but also like nature, it sacrifices the individual for the benefit of the whole, which, in this case, is your ultimate prosperity.

Following the "War of Sections" there were high prices. To beat the then high living cost, when common gunpowder tea, for instance, sold for $2.85 a pound, many turned to cash buying and selling. Cash was king and would get old H. C. L. good and proper. Over the country men opened stores and put up the sign: "Cheap John." They did a rushing business. Others went into the cash business. Then there was keen competition. As the only bid was price, quality and service must suffer—and they did. So the Cheap Johns failed, and "cheap" has since come to be regarded as connoting off quality.

That was the "cash-and-carry" of 1876. The pendulum swung backward to the old reliable, conscientious, credit-service merchant. He will survive when the present other styles are forgotten. Provided he runs credit right, that is,

It is impossible to be "over particular" about your credit rules. The laws of the Medes and Persians were not more changeless than must be yours about credit, or you'll fall into the discard.

What are you working for anyway? A worthy aim is to accumulate a competence for old age—for yourself when you have passed the age of usefulness. Accounts of doubtful value are not a good foundation for a competence.

You have $2,000, $4,000, $8,000 outstanding. What is that investment worth? Can you go to a mirror, look yourself in the face and say that you believe it is worth 100 cents on the dollar? Can you say 95c? If not, you are failing in your duty—you are not making good. It must be worth 95c for a clean-up at any time—forced collection without notice, in event of your death. Is it? Do you know?

This is no "easy-going" job—this task of being trustee for that man who will be you 30 or 35 years hence. Not for a minute, not in a single instance, are you at liberty to break the rules to meet the convenience of some favorite or insistent customer.

Your first obligation is to your business—your duty as trustee is paramount. Are you making good now? It's up to you!

Years ago there was a remarkable character in Fond du Lac, Wisconsin, who kept a grocery store. His name was Boyd—an old soldier so crippled that he could only sit and watch his store. But he did sit and watch it to the best possible advantage. Nobody put anything over on him. He sold for cash.

Over Boyd's head, hanging on the wall was a glazed frame in which was a card on which, very elaborately, was painted a large No! That was Boyd's business creed—No! Was it any easier? Did it require any less character for Boyd to say no to everybody, friend and stranger, who might ask for just a day's accommodation, than for you to say no to one who seeks to get credit extended beyond your limits?

It did not. The successful cash merchant has no snap. And your motto must be No, too, if you are going to be a good trustee, worthy of the trust.

It costs something to run a credit business. There is an inevitable "attrition" of small losses. That is just as much a legitimate expense as horse feed, light or gasoline. But its limit is one-half per cent. on sales. That means, specifically, that a business of $30,000 annual sales can sustain credit losses of $150 a year, total, outside limit. That amount must be charged off, into the expense account, every year, or allowed for in all calculations and the actual losses charged off. Now notice:

Continued on page 48

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The Robert B. Adams property on Queen Street, south-east of Regent Street, St. John, N.B., has been selected as the headquarters for Fredericton's first co-operative store.

If the deal for this property has not been completed already, it will soon be, and it is said that the Labor Council have already reached a working basis with the United Farmers of New Brunswick. The price is said to be about $7,000.

Martin and Violette, general merchants, St. Leonard, N.B., have sold to David Martin.

QUEBEC

The Port of Montreal was officially declared closed on Monday, December 8th. The open season has been a lengthy one.

Headquarters of the Wheat Export Company, according to official advices, are being removed from Winnipeg to Montreal.

After touring various parts of Europe, George A. Benington, of Grace and Co., Limited, Montreal, returned home last week. Mr. Benington was investigating trade possibilities in Europe and Eastern points.

In the interests of the Associated Chambers of Commerce, of New Zealand, F. E. Jones of W. H. Simms and Sons, Christchurch, N.Z., visited Montreal last week, and will investigate trade possibilities between Canada and his own country.

Hon. Phillippe Roy Canadian Trade Commissioner to France, who has been in Canada for several months, is returning to Europe. Through better steamship service, Mr. Roy expects to see a great improvement in trade development between the two countries.

The Montreal Board of Trade plans to send delegates to Ottawa to confer with the Department of Finance relative to newly-imposed regulations regarding the "fair market value" of goods for the purpose of the customs duties, and which requires that these values be in the currency of the country from which exported.

ONTARIO

W. E. Bockus, grocer, Mystic, has sold to Kenneth Smith.

G. Croft, grocer, Toronto, has sold to Robert Walker.

Chas. Rigby, grocer, Toronto, has sold to Wm. Kellett.

Ellen Collard, grocer, Toronto, has sold to E. A. Whitley.

Mrs. Jennie Little, grocer, Toronto, has sold to Cox Bros.

John Layden, grocer, Toronto, has sold to F. J. Frechette.

Robert Donaldson, grocer, Teeswater, has sold to Donaldson & Good.

D. F. Jamieson, general merchant, Smith's Falls, is selling out.

W. A. Smith, general merchant, Camlachie, has sold to S. King.

Ed. Bockmer, grocer and confectioner, Chesley, has sold to J. Christie.

Geo. R. Church, general merchant, Singleton, has sold to C. S. Coon.

H. M. Willeston, general merchant, Fergusonville, has sold to Geo. Muir.

S. Bateson, grocer, Toronto, has been succeeded by R. W. and Annie Aljoe.

Chas. A. Saunders, grocer, Toronto, has been succeeded by A. E. Hunter.

E. A. Rogers has purchased the business of H. Soward & Son at Minden, Ont.

W. V. Webster, grocer, Gananoque, has taken over the Albert Glover store, Kingston, and will operate it in addition.

The grocery store of Mrs. Wm. Engley, of Pembroke, was entered by burglars recently, who carried away $15 in cash and some goods.

Martin McKee, one of the pioneers of East York Township, Ont., passed away recently at his home on Jones Ave., Toronto.

Stover Bros., Orillia, has purchased the store occupied by T. M. Brown as a grocery, and will conduct a confectionery business.

Wm. Jones, purveyor, 2183 North Yonge street, Toronto, has disposed of his business to Geo. B. Stevenson, who until recently travelled for Armour's Packing Co.

H. C. Hampton, of 946 Bloor West, has sold to H. Soward & Son, who will run the business under the name "The Quality Grocery." Mr. Soward had a general store at Minden, Ont., for over twenty-three years.

C. H. Griggs, Heath & Co., of Colombo, Ceylon, and buyer for the T. H. Estabrooks Co., Limited, has been visiting the St. John Toronto, and Winnipeg branches of the company on his way around the world, via London, Australia and New Zealand.

Mr. McKee was born in Belfast, Ireland, and came out to Canada in 1863. After a short period with the late P. G. Close, then doing business on old Front Street East, Toronto, Mr. McKee purchased a site in Leslieville, Ont., and engaged in business as a general storekeeper

Geo. R. Loggie, of Loggie, Sons & Co., manufacturers' agents, Toronto, has returned from a three weeks' trip down East. He was as far as Sherbrooke, Que., but spent most of the time in Montreal. "Second to none," is the way Mr. Loggie describes business in Quebec Province.

The newly-organized local branch of the co-operative society at Woodstock, Ont., has elected John A. Mackenzie president, and H. Webster vice-president. It is not expected that a local store will be esatblished for at least two months, when it is expected that the branch will have secured enough members and finances to warrant opening a store.

Mr. George H. Tattle, who fourteen years ago was a grocer on Yonge Street, Toronto, died at his home, 14 Rosehill Avenue, after a prolonged illness. The late Mr. Tattle was born in Toronto forty-nine years ago, and throughout his life he had lived in the city. Some years ago he gave up his business on Yonge Street, and during the later years of his business life he had been with E. Grainger & Company, florists. He was also interested in real estate in the north end of the city.

The Empire Flour Mills, Limited, St. Thomas, Ont., have sold their mill at Blenheim, Ont., to the Rutherford Milling Company, a new concern headed by James Rutherford. Thirty years ago Mr. Rutherford was a partner with the late John Campbell, the founder of the Empire Flour Mills' main plant here. Mr. Rutherford's sons will be associated with him.

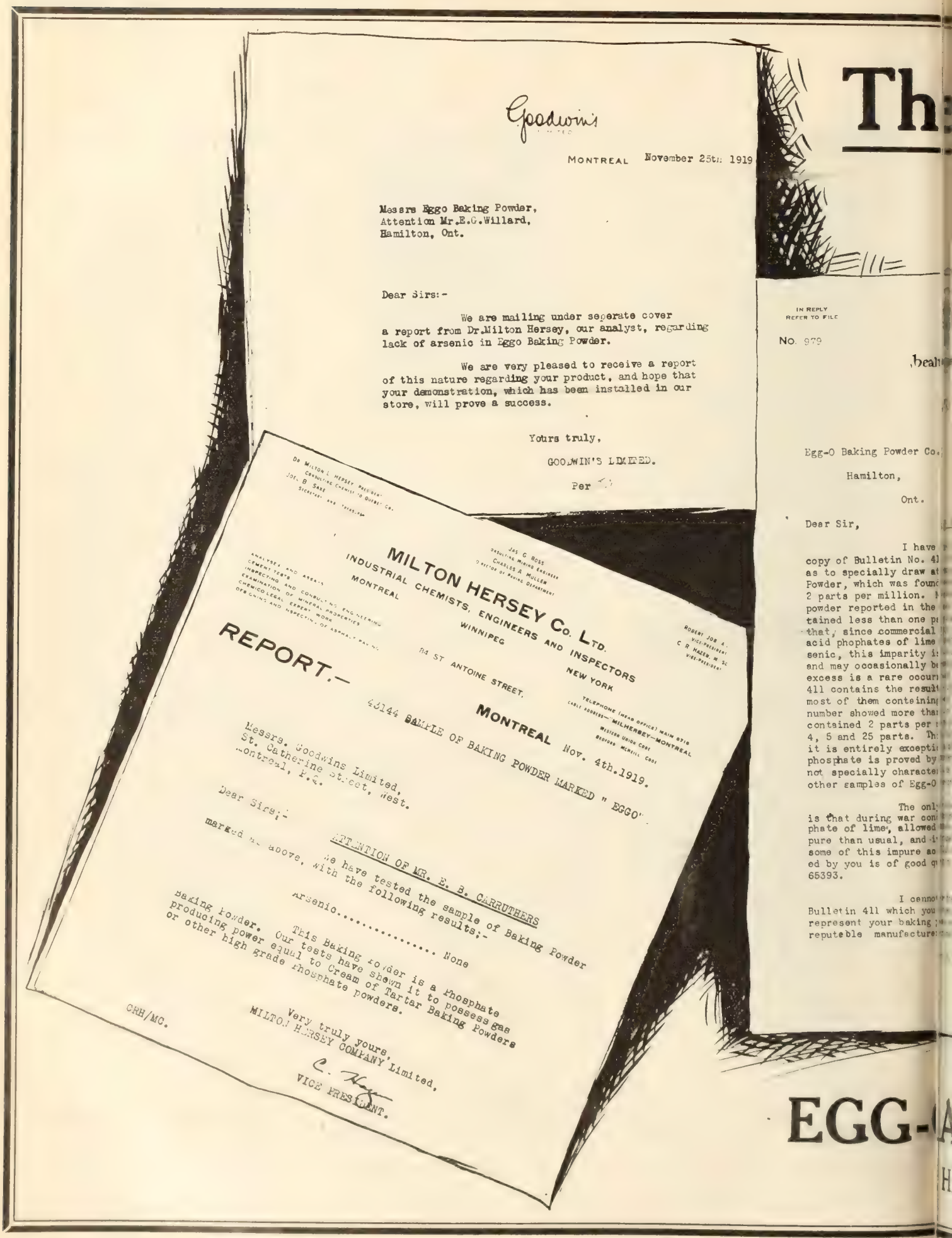
J. Laporte, of Laporte, Martin Ltee, wholesale grocers, Montreal, was in Ontario last week for a few days. His trip included Toronto, Hamilton and Ottawa. While in Toronto, he visited the Toronto office of CANADIAN GROCER. Mr. Laporte reports that the grocery business in the East is in a very flourishing condition.

TORONTO TEA MAN DIES SUDDENLY

Walter H. Green, assistant manager of the Anglo-American Tea Trading Company of Toronto, died suddenly on Dec. 6. Mr. Green had been ill only a short time and his death came with unexpectedness to all his friends. He was the son of the late Andrew Green of Cobourg, and resided at New Toronto.

OVER 50 YEARS IN BUSINESS

R. Graham & Son, Lakefield, Ont., have completed their 55th year in business and started out on their 56th year on Friday, Nov. 28th.



Goodwin's
LIMITED

MONTREAL November 25th 1919

Messrs Eggo Baking Powder,
Attention Mr.E.C.Willard,
Hamilton, Ont.

Dear Sirs:-

We are mailing under seperate cover a report from Dr.Milton Hersey, our analyst, regarding lack of arsenic in Eggo Baking Powder.

We are very pleased to receive a report of this nature regarding your product, and hope that your demonstration, which has been installed in our store, will prove a success.

Yours truly,

GOODWIN'S LIMITED.

Per

Dr. MILTON L. HERSEY, President
Consulting Chemists Quebec Co.
JOS. B. SAXE
Secretary and Treasurer

JAS. G. ROSS
Consulting Mining Engineer
CHARLES A. MULLER
Director of Assays Department

MILTON HERSEY Co. LTD.
INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS
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WINNIPEG
NEW YORK

ROBERT JOB A.I.
VICE-PRESIDENT
C. R. HAGEN, M. Sc.
VICE-PRESIDENT

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EXAMINATION OF MINERAL PROPERTIES
CHEMICO-LEGAL EXPERT WORK
OILS MAKING AND INSPECTING OF ASPHALT PAVING

84 ST ANTOINE STREET.

TELEPHONE (HEAD OFFICE) MAIN 6710
CABLE ADDRESS—MILHERSEY—MONTREAL
WESTERN UNION CODE
BEDFORD MCNEILL CODE

REPORT.-

MONTREAL Nov. 4th.1919.

45144 SAMPLE OF BAKING POWDER MARKED " EGGO"

Messrs. Goodwins Limited,
St. Catherine Street, West.
Montreal, P.Q.

Dear Sirs;-

ATTENTION OF MR. E. B. CARRUTHERS

We have tested the sample of Baking Powder marked as above, with the following results;-

Arsenic..... None

This Baking Powder is a Phosphate Baking Powder. Our tests have shown it to possess gas producing power equal to Cream of Tartar Baking Powders or other high grade Phosphate powders.

Very truly yours,
MILTON HERSEY COMPANY Limited,
VICE PRESIDENT.

CHH/MC.

IN REPLY
REFER TO FILE

No. 979

Egg-O Baking Powder Co.,

Hamilton,

Ont.

Dear Sir,

I have
copy of Bulletin No. 41
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Powder, which was found
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excess is a rare occurr
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other samples of Egg-O

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65393.

I cannot
Bulletin 411 which you
represent your baking
reputeble manufacture

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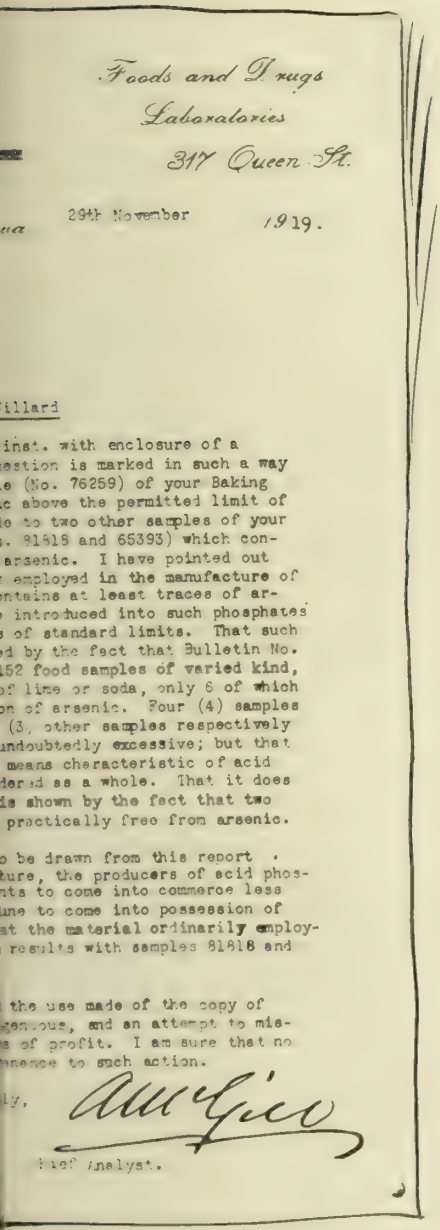
EGG-

Never Knock A Dead One



Foods and Drugs
Laboratories
317 Queen St.

29th November 1919.

Villard

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introduced into such phosphates
of standard limits. That such
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152 food samples of varied kind,
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means characteristic of acid
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e of profit. I am sure that no
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ly, Alf Gice

Chief Analyst.

THERE are times when a live one is knocked so hard that in justice to himself he is forced to take action. In our case we propose telling the trade and the public the truth, exposing the misuse of Government Bulletin No. 411, letting the public be the judges.

Early in 1918 the Inland Revenue Dept. called for samples of Baking Powder to be tested for arsenic, and away out in New Westminster, B.C., was found one sample of Egg-O Baking Powder containing excess arsenic to the extent of 25 parts per million or less than an ounce of arsenic to a ton of baking powder. This is a far smaller proportion than found in many foods and vegetables.

This bulletin was published in July, 1918, and notwithstanding the fact that all baking powders, even our competitor's baking powder, containing acid phosphate of lime shows traces of arsenic, our competitors immediately saw their chance to discredit us. They sent marked copies of the bulletin to their salesmen and house to house canvassers with the record of the sample containing excess arsenic heavily underlined in red ink. No mention is made of two other samples of Egg-O noted as practically free of arsenic.

These demonstrators went from house to house throughout Canada. In Winnipeg they called at the home of our sales manager, telling his wife how much arsenic Egg-O contained. They did the same in Ontario. The manager of a large wholesale grocery firm in an Eastern Ontario town stood inside his own home and heard a demonstrator tell a similar story to his wife. The same was done in Ottawa. Our many friends there wrote us about it.

This year we were very successful in introducing Egg-O Baking Powder in the Province of Quebec. Our competitors have been exceedingly active there in the misuse of Bulletin 411, and a serious attempt was made to discredit us with the grocers and departmental stores throughout the province. This forced the manager of a prominent departmental store in Montreal to stop the demonstration and sale of Egg-O and the use of it in their store's kitchen and bakeshop, until such time as he could satisfy himself as to the truth of our competitor's statements.

The gratifying result was the receipt of the two letters on the opposite page and substantial orders from the management.

The continued efforts of our competitors to discredit us in other departmental stores led to the discovery of one of the marked bulletins which eventually reached the chief Government Analyst at Ottawa. This, with a letter of protest from us had the following result. He wrote us the letter which appears on the opposite page. More than that, we know that our competitor's representatives have been instructed to pick up these bulletins wherever obtainable. This is satisfying evidence of their guilt.

As to the purity of Egg-O, the Government Bulletin 411 implies nothing against this brand of baking powder except as regards its content of acid phosphate of lime. There is nothing to prove that Egg-O Baking Powder is a less desirable product, so far as its arsenic content is concerned, than any other made with acid phosphate of lime.

AKING POWDER CO., LIMITED

HAMILTON - - CANADA

MONTREAL FIRM PURCHASES OLD LANDMARK

J. A. Paulhus, proprietor of D. Hatton Company, Montreal, has purchased the premises adjoining his present property on Bonsecours Street, Montreal. This gives the firm a considerable frontage on this street, and they will now own from number 6 to 22. The new property will be used for the purposes of a garage for delivery trucks and other vehicles and also for stables.

Mr. Paulhus pointed out to CANADIAN GROCER that the property just bought is one of the oldest buildings in Montreal, having been erected about 1750 or 1760. Added interest attaches to this purchase because of the fact that the property was originally owned and occupied by the famous Louis Joseph Papineau, of Canadian historical connection, and who figured in the 1837 incident. This interesting figure was born and brought up in this property, which was formerly a residence and was bequeathed to his descendants, who have since had the property in the family.

MONTREAL TO HAVE FAIR MILK PRICE COMMITTEE

Advices to hand indicate that the Montreal milk question, and which has been giving a great deal of concern to all interested parties for some time, will shortly have a Fair Price Committee. This committee will be composed of an equal number of producers and consumers under the chairmanship of Lieut.-Col. LeFleche, and who is Montreal representative of the Board of Commerce.

FORMER MONTREAL WHOLESALER PASSES

Peter Rowan, for many years identified with the wholesale grocery business in Montreal, died at his home, at Viauville last week.

Mr. Rowan was in his seventieth year, having been born at Rawdon, Quebec. Coming to Montreal while still a boy, he began business life with his uncle, Peter Skelly, a member of the wholesale grocery firm of Thomas Tiffin & Company, St. Paul Street. Some years later Mr. Rowan entered into business on his own account, and retired from active work in 1899.

Although Mr. Rowan had been in failing health for some time he had only been seriously ill two or three weeks. He is survived by a widow, two brothers and one sister.

NEW TRADE COMMISSIONER FOR MONTREAL

Captain E. J. Edwards of London, England, will shortly come to Canada as Senior Trade Commissioner in succession to G. T. Milne, who is shortly leaving to accept his new post of commercial secretary to the British Legation in Cuba.

Captain Edwards has been sales manager for a large firm for some time. He was also connected with the Royal Navy Volunteer Reserve, and was an overseer of airship works in the Old Country. Captain Edwards is expected to reach Montreal early in the new year.

POLISH CONSUL-GENERAL WELCOMED

Joseph Okolowicz, newly-appointed Consul-General to Canada from the Republic of Poland, was formally welcomed to Montreal by a company of his countrymen early this week. Over one thousand attended a reception held at one of the schools, while later, a dinner was tended the official at the Windsor hotel.

In reply to the addresses of welcome presented, Mr. Okolowicz pointed out, among other things, to the hopes he entertained for a return of the Polish people as a factor in manufacturing directions. There were many difficulties to be overcome, and the Bolsheviki had still to be combatted, but the speaker looked for a change for the better ere long.

BEST TEAS VERY ACTIVE

A large importer, speaking with CANADIAN GROCER this week, said that sales of tea have been remarkably heavy, records having been attained. The movement is largely in the better teas, and where the teas go to is sometimes a wonder, even to those who have been closely connected with marketing conditions in Canada for years. Price tendencies are firm, and while advances are not suggested, there is little, importers state, to suggest any lowering of prices.

TRAVELLERS PLAN REORGANIZATION

At the quarterly meeting of the Dominion Commercial Travellers' Mutual Benefit Society held last week, the following officers were elected: President, John McLellan; vice-president, S. S. Woodward; treasurer, S. F. Cote; trustees, Charles Roberts, Maxwell Murdock, J. Corcoran, J. B. Cullens and G. H. Burns.

It is proposed to advance rates for older members so that in future they will pay into the funds of the society in proportion in the matter of assessment. In doing this it is hoped that the cost of benefits to the subscriber will be proportionately spread. This matter, however, will be contingent upon the decision of the annual meeting to be held in the Board of Trade Building on January 17.

ARMED ROBBER HOLDS UP ANNAPOLIS VALLEY STORES—FOUR STORES ENTERED IN THREE NIGHTS

A highwayman, who has been apparently operating on a large scale in the Annapolis Valley, Nova Scotia, entered Howse's grocery, Bridgetown, N.S., and took fifteen dollars from Johnson Howse, who was alone in the store at the time. He wore a gas mask, and carried two German revolvers. Two nights previous, two stores were robbed at Middleton, N.S., and gas masks and guns were stolen, while on the previous night a youth, wearing a military button, entered the store of H. H. Whitman, Lawrencetown. He pointed a revolver at Whitman, but it would not go off, and the marauder fled, Whitman pursuing with an axe.

CANADIAN MILK PRODUCTS COMPANY

To Erect Sixth Plant at a Cost of One Hundred Thousand Dollars

The Canadian Milk Products Company is shortly to open a No. 6 plant to take care of the growing demand for prepared milk. The exact location of the new plant has not yet been decided upon, but several sections are under consideration and the decision will probably be made in the near future. The new plant will entail an outlay in the neighborhood of $100,000, and will materially increase the output of the plant.

ORGANIZES NEW ADVERTISING AGENCY

James Fisher has resigned the position of manager of the Toronto office of McConnell & Fergusson, to organize a new agency, to be known as "The James Fisher Company." W. H. Bowman, E. W. Reynolds and W. M. Chisholm—all of whom have been connected with McConnell & Fergusson—are associated with Mr. Fisher. Mr. Fisher has been nine years with McConnell & Fergusson.

CATALOGUES and BOOKLETS

Early Closing Card

The Red Rose Tea Co., Front St. E., Toronto, have issued an "Early Closing" card for the grocers in Toronto, in view of the passing of the early closing by-law. This card points out that "In compliance with the city by-law, effective December 12, 1919, this store will close at 7 p.m., except Saturdays and nights before holidays, etc. The Red Rose travellers and drivers are presenting these cards to the trade. A phone message will bring one. The card is 14 x 11 inches in dimensions.

Card Announcing Moving Pictures

The Cowan Co. have issued an attractive four-page folder, entitled the "Story of the Cocoa Bean," and are distributing it among the travelling salesmen of Montreal wholesale and jobbing houses. The folder shows half-tone pictures of the process of manufacturing cocoa and chocolate and also calls attention to the moving pictures that are being shown at their headquarters in Montreal of gathering the cocoa beans in the tropics and the process of manufacturing in the Cowan plant. The moving picture film may be seen at their headquarters, 236 Lemoine St., Montreal, every Saturday, from 11 a.m. to 12.30 p.m.

NEWS FROM WESTERN CANADA

Western

H. Hestirn, 612 Ellice Ave., Winnipeg, has sold to C. Apter.

Johnson Bros., grocers, Winnipeg, have sold to Frank Roberts.

M. Averbrook has opened a grocery and confectionery business, Winnipeg.

J. Smith has taken over the grocery and provisions of T. Kerr, 732 Osbourne St., Winnipeg, Man.

J. Yeardie, 764 Ashburn street, Winnipeg, has disposed of his grocery and confectionery business, and it is now being operated as Macx Grocery.

The Elite Company has opened a new grocery and confectionery store on the corner of Arlington St. and Notre Dame Ave., Winnipeg.

Foley and Brickland have disposed of their grocery and butcher business situated at 270 Lilac St. South, Winnipeg, to Bradshaw and Bull.

J. Smith has opened a new grocery and meat market at 68 Lansdowne Ave., Winnipeg, known as the Smithfield Market.

Mr. Bissell, sales manager Atlantic Sugar Refinery, has been spending a few days with H. P. Pennock, Winnipeg, their local representative, calling upon the wholesale trade here.

I. Hamer, proprietor of the Crown General Store, Regina, is building a very modern store at 1510 10th Ave., where he expects to be ready for business shortly after the new year.

A. B. Sparks, Regina, has sold his butcher business to W. Allen. Mr. Sparks has been in business in Regina for the past seven years.

T. Sykes, who spent the last two years in England, has just returned and has taken over the business of M. Eddie at 251 Hugo St., Winnipeg. Mr. Sykes is a firm believer in advertising, using the local dailies as a medium.

The business known as Nicholls' Cash Grocery, on the corner of Stafford St. and Grosvenor Ave. South, Winnipeg, has changed hands and is now being operated as a grocery and butcher business by Williams and Fowler.

Ernest J. Conway has opened a new grocery business at 2923 15th Ave., Regina. Mr. Conway has previously run a grocery and confectionery store at Regina Beach during the summer months. He will now operate both.

J. Labihen has built and opened a new store, corner of Kennedy St. and Sargent Ave., Winnipeg, Man., for the sale of delicacies, cooked meats and home cooking. Mr. Labihen has been for the past eight years in this capacity with the T. Eaton Co., Ltd.

Geo. Carrier of the Davis Co-operative store was a visitor in Prince Albert recently.

Harry Hall & Co., Ltd., have moved to larger quarters on the 14th floor of the Standard Bank building, Vancouver.

Mrs. Robinson, general merchant, Kealy Springs, Sask., has sold to C. J. Abraham.

The Okanagan Co-operative Association, Limited, Vernon, B.C. advertise the opening of their store for business on Monday, December 1st, at 1.30 u.m.

Murray Hall, manager of the Grain Growers' Co-operative store at Eyebrow, Sask., was a visitor in Regina recently.

A disastrous fire visited Muenster, Sask., destroying Leo Woell's store, the Banque d'Hochelaga and the telephone office.

The Saskatchewan Co-operative Creameries, Limited, are planning on the building of a $100,000 creamery and cold storage plant at Weyburn, Sask., next spring.

Headquarters of the W. A. Caswell Co. has been removed from Qu'Appelle to Regina, Sask., McCallum and Hill block. This firm has stores at Qu'-'Appelle, McLean, Avonhurst and Odessa, Sask.

O'Loane, Kiely Co., Ltd., Vancouver, B.C., have just completed the preparation of a suite of offices in the Dominion Building, 11th floor. While retaining the warehouses on Water Street, all mail will now be addressed to the Dominion Building.

An innovation interesting to merchants generally, is that introduced by McKinnons', Ltd., departmental store, Weyburn, Sask., in connection with their community week sale. The firm are donating a fully paid-up Victory bond for $50 to any church, society or organization which will have $500 worth of purchases credited to it at the end of the week. Shopping will be done with the aid of a transfer card.

SALES ONLY IN HALF-CASE LOTS

The Maple Leaf Groceteria has opened in the Windsor Hotel block, Kerrobert, Sask., with L. Snell as manager. Mr. Snell returned last summer from spending four years as a prisoner of war in Germany. The new business is novel in that goods will only be sold in half-case lots on a strictly cash basis. This does not necessarily mean a half-case of any one article, but that a half-case or case will be sold, made up of various articles. It is expected that in this way the groceteria will be able to meet and compete with prices of the mail order houses, thus keeping money in the community which is now going elsewhere.

MAY SEND FOOD TO GERMANY

Foodstuffs may now be sent to Germany by parcel post. Notification to this effect has been received by the post office here from the Postmaster-General, Ottawa. However, a considerable list of articles is prohibited.

No package may contain more than two pounds of any one of the following: Margarine, fats, bread, pastes, sweetmeats, coffee, teas, cocoa, and chocolate products.

The following articles are absolutely prohibited: Butter, meat, bacon, flour, sugar, pineapples, ginger, vanilla, caviare, caviare substitutes, caviare pickles, crabs, lobsters and oysters.

TO ENCOURAGE SALE OF LOBSTER

Prince Edward Island lobstermen met in Moncton to-day to discuss joint action with the Canadian Manufacturers' Association in the securing of an enlarged market for the lobster factories output. The question was discussed with H. R. Thompson, secretary of the Maritime Branch of the Canadian Manufacturers' Association, who promised the island lobster packers that he would take up the subject of the conference with the association.

Western Manufacturer Expands

National Biscuit & Confectionery Co., Ltd., Vancouver, Acquire Plant of the Prairie Biscuit Co., Saskatchewan

THE National Biscuit & Confection Company of Vancouver, B.C., have completed negotiations whereby they acquire the plant of the Prairie Biscuit Co., Regina, Sask. The Vancouver company has been handling an increasing amount of biscuit business throughout Alberta and Saskatchewan and negotiations have been underway for several months toward buying the Regina plant.

Along with the other coast biscuit manufacturers, the National factory has been working steadily to take care of export business and the manufacturers believe that the operation of a factory at Regina to supply the West with the Red Arrow line will insure better service all round. E. H. Smith, the secretary of the company, will reside in Regina and manage the Regina plant. The Regina factory will add about five carloads a week to the Red Arrow output and is already in operation.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week are generally steady with advances recorded in a few lines. All markets are very strong. The sugar situation is not improved to any great extent. All refineries are now on the same basis. The scarcity of raisins is reported from all centres.

MONTREAL—All sugar refineries are now on the basis of $12 per cwt. for refined, Canada Sugar Refineries having advanced on December 3rd to this figure. Lyle's English syrup is reduced one dollar per case. Sauerkraut and rhubarb are lower. Canned molasses has advanced. Egg and custard powder is marked higher. Gallon peaches also are higher in price. One brand of wheat flakes are quoted higher and there is likely to be an advance soon for package oats. Welch's grape juice is 50c per case higher on the large and the small sizes. Castoria is marked higher. Ammonia powder is higher. Baker's chocolate is up 40c per pound for the ¼'s. Cotton rope and twine are marked higher. Rio coffees are two cents lower and better grades one cent higher. One line of soup is marked down—Snider's. Peanuts are easier in the undertone, but the nut list, generally, is firm. Dried fruits are active and firm and supplies are daily arriving in this market. Boiling peas are very firm and likely to advance more. Tapioca is somewhat easier. Barleys, pot and pearl, are firmer. Flour sales are improved. The markets, generally, are very active in all quarters.

TORONTO—A heavy demand for all groceries, with scarcity very pronounced in some instances, characterizes the markets this week. In a great many lines the shortage of goods is very acute and most particularly is this true in the case of raisins. Many of the wholesalers are without stocks at all and where they are obtainable the price for Thompson's seedless in bulk is 24 cents and for the packets 21 and 22 cents. Seeded raisins are practically off the market temporarily. Rolled oats show a strong market and an advance in the very near future is not at all unlikely. The trade is well advised to buy at present prices as quotations now are ridiculously low considering the strength of the raw oats market. An increase in prices is inevitable. The sugar situation does not improve quickly and supplies coming forward from week to week do not show the desired improvement. Prices are steady and very strong, all the refineries now selling on the basis of $12.21 per cwt., Toronto delivery. Citron peel is almost unprocurable and any wholesaler who has any in stock is asking 75 cents per pound for it. Orange and lemon peel are supplying the inquiry, but are none too plentiful. The new prunes on the market are selling well at strong prices. A shipment of top quality peaches is expected to arrive this week and should be available to the trade in the next few days. Rice is very firm, but there appears ample for the demand. White beans of good quality are selling freely and prices for the same are strong.

In produce, rapidly advancing quotations on butter is the feature. Prices are again up from one to two cents this week. Eggs are very strong and cheese is steady and firm. Fresh meats show a slightly higher tendency as there is a great demand for high-class beef for the Christmas trade. Pork products generally are steady.

WINNIPEG—The tendency in the grocery markets this week is generally higher. Prices are very strong and there is a very active demand for all supplies. The scarcity of seedless raisins is giving some concern at a time when there is a very heavy inquiry for them. Santos coffees show advances and bulk cereals are very active sellers at firm figures. In produce lines butter and eggs are higher. Live hogs have also advanced. Lard is very scarce. Fish is selling freely and quotations show no change.

QUEBEC MARKETS

MONTREAL, Dec. 10—The movement of groceries to the trade is heavy these days and the items of greatest interest are those of holiday goods, as well as the staple lines that are so extensively used at this season. Very few declines are made and some lines have advanced.

Soup is Lower and Tinned Molasses Up

Montreal.

SOUP, MOLASSES.—Prices are up on molasses in cans. The following prices are now quoted by the jobbing trade for Domolco brand. Two lb. tins advanced from $5.50 to $6 per case; 3 lb. from $7.85 to $8.25; 5 lb., $6.35 to $6.80, and 10 lb., $6.20 to $6.65. This is for the regular brand. "Gingerbread" molasses in tins is also higher, No. 2 being advanced from $3.50 to $3.85 per case, and No. 3 from $4.75 to $5.

Snider's tomato soup is lower, the 16 oz. being quoted at $1.45 instead of $1.85, the previous price.

Custard Powder Higher; Cotton Rope Twines Up

Montreal.

CUSTARD POWDER, ROPE, TWINES.—An advance of price is reported for Club Brand egg and custard powder, 6 ounce tins being quoted by one jobber at $1.25 per doz., and 1 pound size at $3.

Cotton rope has advanced, and also cotton twines. The new price on 3-16 inch cotton rope is 78c per lb., and 77c on larger sizes. Cotton twines are also up materially, 4c being added to 4-ply balls, making the quotation 78c; 3-ply, 3c advance to 74c, while cones, 3-ply are now 71c per lb. and 4-ply 75c.

Amm. Powder, Medicine, Chocolate; Juice Higher

Montreal.

VARIOUS LINES.—Ammonia powder is marked higher. Bulldog Brand is now quoted at $2.70 in 1½ lb. packages. Castoria is also marked up, the present quotation being $3.25, less 5 per cent. Baker's chocolate, in jobbing circles, is marked higher to the extent of one cent a pound, the present price being 40c, in quarter pounds, per pound. Welch's grape juice is marked up 50c per doz. for the large and small sizes, the respective prices now being $6.25 and $7.

All Sugar Prices Now on Same Basis

Montreal.

SUGAR.—Refineries are all selling now on the same basis, that of $12 per cwt. for refined. The last advance was that made on Dec. 3rd for the product of the Canada Sugar Refineries.

There is little to report, excepting that the market undertone still is strong. Supplies are not heavy, but the jobbers are getting frequent shipments, so that they are able to "carry on" in a fairly satisfactory manner, considering the acuteness of the situation in some parts of the continent. All tendencies point to an upward trend, rather than otherwise.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	12 00
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	12 20
Icing, 25-lb. boxes	12 60
Icing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack.	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.)	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

Gallon Peaches Up; Rhubarb; Kraut Down

Montreal.

CANNED GOODS.—The features of the market this week are those of an advance for canned peaches, in gallon tins, the prices going $1 to $1.50 per dozen higher. On the other hand, rhubarb is lower, and sauerkraut, too, is reduced 15c per doz. to $1.60. There has been a fair movement of the various lines, seasonably speaking.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
No. 2	....	20 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2½	4 80	5 15
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2½s	....	5 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	....	2 25

CANNED FISH

Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.	....	2 00
Cohoes, 1-lb. tall	....	3 75
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 60
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48, 1s	....	1 50
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	....	2 00
Pilchards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	....	2 60
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster paste, ½-lb. tins	....	2 40
Sardines (Amer. Norweg'n style)	....	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 35
Meats, English potted, doz.	....	2 00

Peanuts May Decline; Present Market Active

Montreal.

NUTS.—Market conditions on peanuts are ruling easier, that is, for Vir-

Don't Forget the Canadian Grocer Christmas Window Contest

ginias. The farmers seem to have more time, and a more ready inclination now, to deliver, and the market supplies are heavier. It was stated this week to CANADIAN GROCER that the prices had dropped one cent in the South, and there may be lower prices here later.

Most other lines are firm, and there is a big demand from all sources for supplies. Recent shipments from the Orient and from New York markets have been heavy, and the distribution a wide one.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled	....	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 26
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Excellent Market; Dried Fruits Steady

Montreal.

DRIED FRUITS. — The importing trade is very well satisfied, in some quarters at least, with the recent heavy shipments of prunes, apricots, peaches, raisins, etc., which have arrived. These are coming along better, even, than some had hoped for. Prices are firm and steady, and there is nothing at present, advices indicate, to show material reductions, if any.

Apricots, fancy	....	0 36
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	....	0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Peels (cut mixed), doz.	....	3 25
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	....	0 23
Cal. seeded cartons, 16 oz.	0 22	0 23
Fancy seeded	....	0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 25
Do., Greek, 15 oz.	....	0 25
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages, only	0 19	0 20
Do., Dromedary (36 10 oz.)	....	0 19
Packages, only, Excelsior	....	0 20
Figs (Lassen), 10-lb. boxes, 7½ lb.	....	0 40
Do., 3½ lb.	....	0 45
Do., 4½ lb.	....	0 48
Do., 2½ lb.	....	0 50
Figs, white (70 4 oz. boxes)	....	5 40
Figs, Spanish, (cases 22 lb. boxes, each	....	0 14
Figs, mats	....	4 50
Do., 28 8-oz. boxes)	....	3 50
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 25
50-60s	....	0 22
60-70s	....	0 21
70-80s (25-lb. box)	....	0 20
80-90s	....	0 18½
90-100s	....	0 17½
100-120s	....	0 17

Quiet Bean Markets; Scarcity Boiling Peas

Montreal.

PEAS AND BEANS.—The market for beans is not very active, and while the supplies are ample for immediate requirements, the holdings are such as to maintain a steady basis, with firmness the characteristic feature. Best Canadian whites are selling from $5.10 per bushel to $5.40.

The present supply of boiling peas is said to be inadequate for the requirements, and prices, as a consequence, are likely to advance materially, and already have stiffened.

BEANS—		
Canadian, hand-picked, bush.	5 10	5 40
Japanese	....	5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bushe.	....	4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

Steady But Limited Honey; Maple Sales

Montreal.

HONEY, MAPLE PRODUCTS. — Prices have ruled without change on various grades of honey, and while there is a steady demand, this is what might now be expected. Maple syrup and sugar, too, have been steadily held, and the movement is just a moderate one.

Maple syrup—		
13½-lb. tins (each) (nominal)	....	....
10-lb. cans, 6 in case, per case	....	16 70
5 gal. (Imperial), crated	....	16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case.	....	7 00
In cases of six, 5-lb. blocks, cs.	....	9 60
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 26
In tins, 60 lbs., per lb.	....	0 24
30-lb. pails	0 25	0 26
10-lb. pails		0 26
5-lb. pails		0 25
Buckwheat (60 lb. tins), lb.	....	0 19

Rices Are Holding; Tapioca Tends Lower

Montreal.

RICES, TAPIOCA.—The rice market is steady and unchanged. Demand is fairly active, though not very heavy, and jobbers report a strong undertone. On the other hand, tapioca is rather easy in its tendency and it will not be surprising if prices are somewhat lower ere long.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)	....	17 00
Do., No. 2	....	16 50
Do., broken	....	13 50
Siam, No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	....	13 75
Sparkling	....	15 75
Japan	....	14 50
Do., special	....	9 50
Patna	0 14½	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Tinned Molasses Up; Line of Syrup Lower

Montreal.

SYRUPS AND MOLASSES.—Prices have been maintained on fancy molasses. This week, an advance became effective for syrup in tins, and this follows the recent increase for bulk fancy molasses.

Lyle's English syrup is again on the market and is quoted at $19 per case of 112 tins, and at $17.50 per case of 56 tins. This reflects a reduction of $1 per case.

The outlook for molasses suggests even higher prices than those at present ruling.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half barrels	....	0 18½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond— case (2-lb. cans)	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80
	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	....	1 20
Barrels	....	1 23
Half barrels	....	1 25
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Rio Coffees Down; Better Grades Are Up

Montreal.

COFFEE, COCOA.—A two-cent reduction on Rio coffee was made toward the close of last week, the present range being 35 to 37½c per lb. Better grades, including Bogotas, Maracaibos and Mocha types are one cent lower. Some of the importers have been obtaining certain supplies from England. There is an active demand, and supplies are now coming to hand that were shipped a couple of months ago. These having been purchased on a more favorable market has allowed for the present reduction on Rios.

COFFEE—		
Bogotas, lb.	0 46	0 48
Maracaibo, lb.	0 41½	0 46
Mocha (types)	0 45	0 48
Jamaica	0 42	0 45

Get Into the Contest. Make Your Window Worth While

Mexican, lb.	0 44	0 46
Rio, lb.	0 35	0 37½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	....	5 25
In ½-lbs., per doz.	....	2 75
In ¼-lbs., per doz.	....	1 45
In small size, per doz.	....	1 10

Tea is a Big Seller; Market Steady; Firm

Montreal.

TEAS.—The movement of teas is quite heavy, in fact very excellent, some importers have stated to CANADIAN GROCER. If this demand continues it will have reduced stocks even to a greater extent, and some report better grades to be well, and almost fully sold up. The undertone is firm.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Oat Markets Strong; May Be Increases

Montreal.

CEREALS.—Prices are firmer on rolled oats and some of the handlers in this market anticipate a firming of the basis. Good milling oats are scarcer, and the grain market tendencies are upward. Cornmeal is quite firm. Pot and pearl barley are firmer, too.

Cornmeal, golden granulated	....	6 25
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 38	5 50
Rolled oats, 90-lb. bags	4 75	5 10

Price List Strong; May Revise Upward

Montreal.

SPICES.—The packages question has given the trade some anxiety, and the difficulties of obtaining these are even greater than they were, delivery dates not being promised by the makers. One large importer stated to CANADIAN GROCER this week that he would not be surprised if there were revisions, upward, after the turn of the year. The sales have been steadily active for some weeks.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 10
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 80
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Wheat Flakes Higher; Package Goods Active

Montreal.

PACKAGE GOODS. — Prices have been marked up on one line of flaked wheat, and the tendencies are higher for packaged oats. There is a good movement, and for most lines the markets are firm, particularly in view of the fact that the difficulties of obtaining packages are becoming greater.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 50 2 65 4 15		4 25
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 2 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 60
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 80
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12
Flour, Tapioca	0 15	0 16

Large Flour Sales; More Orders Received

Montreal.

WHEAT FLOURS.—There is an active demand for flour, from a domestic standpoint, and the supplies are adequate. Some orders have been received from export sources, although the extent of these is not clear at present The undertone is firm.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 80
Winter wheat flour (bbl.)	....	10 75

Little Hay Delivered; Barley Scarce; Oats Up

Montreal.

HAY AND GRAIN.—The farmers in this section of the country are still holding out for present prices on hay and there is little inclination to part with it for less. The movement is still limited.

Grain prices are very much firmer and advances of two cents are made for oats. The local buyers have no barley to offer.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	24 00
Do., No. 2	....	23 00
Do., No. 3	....	21 00
Straw	....	11 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 02
No. 3 C.W.	....	1 00
Extra feed	....	1 00
No. 1 feed	....	0 97
No. 2 feed	....	0 95
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....

Big Sale For Fruit; Cranberries Firmer

Montreal.

FRUITS.—The markets are very firm and the sales of various kinds of fruit are seasonably active and heavy. Fancy fruits, in particular, are in demand for the holiday trade.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red	....	12 00
Fameuse, No. 1	12 00	14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	....	3 75
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	12 00	13 50
Do., gal.	....	0 75
Grapes, Tokay (box), 30 lbs.	....	3 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96.	....	4 00
Do., Florida, 54, 64, 80, 96	....	4 50
Lemons, Messina	....	6 00
Do., Verdillis	3 00	3 25
Pears, Cal.	....	6 50
Pomegranates (boxes of about 80), box	....	3 00
Keiffer Pears (box)	....	2 75
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	....	6 25
Cal. Navels	....	7 00
Florida, case	....	4 00

Onions and Potatoes Are Ruling Higher

Montreal.

VEGETABLES.—Very high prices are ruling for onions, and the tendencies are that market prices will be high this winter on good stock. The same applies to potatoes, and those in close touch with the conditions predict that prices will be very high. This is borne out in the present market prices now ruling here. There is an active sale for all classes of vegetables.

Beans, new string (imported) hamper	5 00	6 00
Beets, new, bag (Montreal)	....	1 50
Cucumbers (hothouse), doz.	....	3 00
Chicory, doz.	....	0 75
Cauliflower (Montreal), doz.	2 00	4 00
Cabbage (Montreal), barrels	....	2 00
Carrots, bag	....	1 00
Celery, doz.	....	1 00
Do., California, 5-7 doz. crate	....	11 00
Garlic, lb.	....	0 28
Horseradish, lb.	....	0 25
Lettuce (Montreal), curly, doz.	....	0 75
Do. (Boston), head, crate	....	3 75
Lettuce (Montreal), head	....	0 50
Leeks	....	1 50
Mint	....	0 30
Mushrooms, lb.	....	1 25
Do., basket (about 3 lbs.)	....	3 50
Onions, Yellow, 75-lb. sack	....	5 00

Why Not Help the Other Fellow by Letting Him See Your Window?

Do., red, 75 lbs.	7 00	7 50
Do., crate	....	2 75
Do., Spanish, case	7 00	7 50
Parsley (Canadian)	....	0 20
Peppers, green, doz.	....	0 10
Do., red, doz.	....	0 10
Parsnips, bag	....	1 50
Potatoes, Montreal (90-lb. bag)	2 50	3 00
Do., New Brunswick	2 75	3 00
Do., sweet, hamper	3 00	3 50
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber, doz.	2 00	3 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes, hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, Dec. 12—General grocery markets are very strong. A feature this week is the report that rolled oats both in packages and in bulk are likely to advance. The market is very strong and it is claimed that present quotations are low in view of the strength of values of raw oats. Raisins are still very scarce and the shortage is causing some concern on account of the demand for Christmas. Peels are also scarce and high. The sugar situation is still one of light supplies and no great improvement is looked for until late in January.

Sugar Quotations Steady and Strong

Toronto.

SUGAR.—No further changes are reported in quotations on sugar this week. The market is very strong, and there has not been a great deal of improvement as far as supplies are concerned. A certain amount of caution has still to be exercised in the matter of distribution. Wholesalers do not look for much heavier receipts before the end of January. The new crop of raws will be in the hands of the refiners early in the new year, and supplies then should be fairly good. All refineries are selling sugar to the trade on the basis of $12.21 per cwt., Toronto delivery.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies., 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

No Changes in Molasses and Syrup

Toronto.

MOLASSES, CORN SYRUPS.—No changes are reported in the market for molasses and corn syrups. As stated before in CANADIAN GROCER, all indications point to higher prices for molasses in the new year, when the new crop comes on the market. There is a very active demand for both molasses and corn syrups at the present time.

Corn Syrups—		
Barrels, 350 lbs., yellow	....	0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case West Indies, 1½s, 48s	4 60	6 95
of ½ doz.	3 60	6 00

Package Lines Selling Freely

Toronto.

PACKAGE GOODS.—The market is generally very strong on all packaged lines, and higher quotations in the near future are not unlikely. Rolled oats are selling very freely, as are all breakfast foods at the present time.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb., cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters	....	0 13¼
Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 60
Barley, 24s	....	2 60
Wheat flakes, 24s	....	5 60
Wheat kernels, 24s	....	4 60
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30
White flour, 24s	....	5 50
Graham flour, 24s	....	5 75

Higher Prices on Rolled Oats Likely

Toronto.

CEREALS.—Cereals in bulk are at very strong levels, and a higher market is looked for. Fancy yellow cornmeal is quoted at $6.50 in bags of 98 pounds. Corn flour is selling at $5.50 and rye flour at $5. There is a heavy inquiry for split peas at from 8 to 8½ cents per pound, and marrowfat peas at 11¾ cents per pound.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag	....	6 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	0 08	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾

Active Inquiry For Canned Goods

Toronto.

CANNED GOODS.—All canned goods are selling freely at prices unchanged as compared with last week. There is a brisk demand for canned salmon. Some lines of canned vegetables have been pretty well cleaned up, and the fruits, too, have had an unusually heavy inquiry. Quotations have been holding very steady and firm.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45
Tomatoes, 2½s, doz.	2 00	2 05
Peas, standard, doz.	2 00	2 05
Do., Early June, doz.	2 17½	2 22½
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 85
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	....
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 10	2 35

A Good Window is Worth Photographing. Keep This in Mind

Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	....	1 10
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 88
Red Currants, 16 oz. doz.	....	3 45
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 05
Strawberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 25

Scarcity of Raisins Very Pronounced

Toronto.

DRIED FRUITS.—The feature of the market for dried fruits is the very pronounced scarcity of raisins. Some wholesalers are absolutely without supplies, and are not quoting them at all. There are some who still have a few cases of packaged seedless raisins in stock, but Thompson's seedless in bulk are almost unobtainable. An importer told CANADIAN GROCER that he had three cars of raisins rolling, the arrival of which should help the situation somewhat. However, a scarcity of raisins is likely to be felt in the trade for some time. Prices are very strong and all wholesalers who have any on hand, have advanced their quotations. New Hallowee dates are selling to the trade at 20 cents per pound. New prunes are selling freely at strong prices. Peels are still very high, lemon and orange being quoted at from 44 to 46 cents per pound.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. in case	....	7 00
Fard, lb.	0 28½	0 28¾
New Hallowee dates, per lb.	....	0 20
Figs—		
Taps, lb.	....	0 17
Malagas, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—	Per lb.	
40-50s, 25s	....	0 25½
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 19¾
70-80s, 25s	....	0 18¾
80-90s, 25s	....	0 17¾
90-100s, 25s	....	0 16¾
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	0 24	0 25
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets	....	0 20½
Seedless, Thompson's, bulk c	0 23	0 24
Crown Muscatels, 25s	....	0 20
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

Primary Teas Steadily Higher

Toronto.

TEAS.—Cable advices from India and Ceylon announce further advances in rupee exchange. The present quotation is at 2s., 4½d., and this abnormal condition of rupee exchange is reflected in the stronger situation in tea prices. All primary markets in teas are exceedingly strong. The initial cost of Indian and Ceylon teas at the present time is fully ten cents per pound higher than spot quotations. Stocks of teas in first hands are not heavy, but some wholesale houses have fairly good supplies, and those retailers who took advantage of the low prices that were prevailing a year ago, and bought in good amounts, are now reaping the benefit. Spot quotations are unchanged as compared with a week ago. Some houses a fortnight ago put up their prices three cents, but no advance has taken place since.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Holding at Strong Prices

Toronto.

COFFEE.—The market for coffees is very strong, and prices, while showing no changes as compared with a week ago, are very strong, and higher quotations are not unlikely. Stocks in importers' hands are very low, and receipts coming forward have been greatly delayed. Good coffees are in exceedingly scant supply.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 36	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 54
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Spices Likely to Advance

Toronto.

SPICES.—Spice dealers report a very strong market, and advances in the near future are not unlikely. White near future are not unlikely. Quotations this week show no changes as compared with last. White pepper, particularly, shows a tendency to go higher, and an increase in price at an early date is probable. In fact the whole line of spices is very firm. Cream of tartar is in small supply, but the dealers have not advanced their prices as yet. The market is steady, but very firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — cage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 61
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 60
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

Mixed Nuts at 32 Cents Per lb.

Toronto.

NUTS.—Mixed nuts in bags of 50 pounds are quoted at a reduction this week at 32 cents per pound. Shipments of walnuts from California have been delayed, but it is hoped that they will arrive in time for the Christmas trade. Walnuts are not very plentiful on the Toronto market. Almonds and filberts are in good supply. Supplies of shelled walnuts are getting low. Bordeaux shelled walnuts are selling to the trade at from 85 to 88 cents. Peanuts are very strong, the Spanish peanuts being very scarce. The latter are selling to the trade at 25 cents. Stocks of cocoanut are small and prices very strong, at 40 cents for the unsweetened, and at 45 cents for the sweetened.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags 100 lbs., lb.	....	0 40
Walnuts, Grenobles, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeau lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Rice Quotations Continue Firm

Toronto.

RICE.—The market for rices continues very firm. Quotations show no change as compared with a week ago. Stocks appear to be ample to meet all requirements. Wholesalers are quoting Blue Rose rice this week at 16 cents in bags, and at 17 cents per pound in broken lots. Tapioca and sago are strong and unchanged.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 16	0 17
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	0 14½	0 15

We Want Every Clerk to Take an Interest in This Contest

Hand-Picked Beans Are in Demand

Toronto.

BEANS.—There is a very active demand for beans at the present time, and prices are holding very firm. Hand-picked beans are selling to the trade at $6 per bushel, and the 1-lb. to 2-lb. pickers at from $5.25 to $5.50 per bushel. Marrowfats are from $6 to $6.50 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 25	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Honey Stocks Selling Freely

Toronto.

HONEY, MAPLE SYRUPS—Honey is selling very freely, and prices are holding at strong levels. The five-pound tins are selling to the trade at 28 cents, and the 2½-lb. tins at 29 cents. Maple syrup is pretty well cleaned up, and the stock is now pretty much in the hands of the retail trade.

Honey, Clover—		
5-lb. tins	....	0 28
2½s, tins	....	0 29
10-lb. tins	....	0 26
60-lb. tins	....	0 26
Buckwheat, 50-lb. tins, lb.	....	0 18
Comb, No. 1, fancy, doz.	....	....
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	23 00
Wine ½ gal. tins, 12 to case, case	....	20 00
Wine, 1 gal. tins, 6 to case, case	....	24 00
Imp. 5 gal. cans, 1 to case, case	....	20 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Imported Fruits Have Active Sale

Toronto.

FRUITS.—There is a very active demand for all fruits, and the imported varieties are selling freely. Valencia oranges are in brisk demand, selling at from $4.50 to $6 per case. California lemons are from $5.50 to $6.50 per case. Apples show no changes and are in big demand. Grapes and cranberries, too, are having a big inquiry. New Messina lemons are on the market and are selling to the trade at $5.75 per case.

Bananas, Port Limons	....	0 08
Valencia Oranges—		
150s and 126s	5 50	5 75
176s, 200s, 216s	....	6 00
96s, 100s, 250s, 288s, 324s	4 50	5 75
Lemons, Cal., 300s, 360s	5 50	6 50
Lemons, Messinas, 300s	....	5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Do., Isle of Pines, 46s, 54s, 64s, box	....	3 50
Apples—		
Nova Scotia Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	....	3 75
Jonathans, box	3 35	3 50
Kings, box	....	3 25
Spys, Ont., box	....	2 75
Rome Beauty, sizes 88s, 96s, 104s, 112s, 125s, 138s, 150s	3 75	4 00
Delicious 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box	4 00	4 25
Cal. Pears	....	5 50
Florida Tangarines, 143, 165s, 196s, 216s, 252s	4 50	5 50
Grape, Cal., Emperor, keg	....	4 50
Do., barrels	....	7 75
Do., Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, bbl.	....	14 00
Do., half bbl.	....	7 50
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Potatoes Hold Steady at $2.60

Toronto.

VEGETABLES. — Vegetables show few changes as compared with a week ago. Ontario potatoes are selling to the trade at $2.60 per bag, and supplies appear to be ample for the demand. Cabbages, turnips, carrots, and onions are all steady and firm. Thedford celery is selling at $6 per crate. Wholesalers are quoting holly for decorations this week. The wreaths, well-berried stock, are $2.50 per dozen, and a case of holly is $7.

Cabbage, bbl.	....	2 75
Carrots, per bag	....	1 25
Parsnips, bag	....	1 75
Lettuce, Cal., head, crate 8 doz.	....	8 00
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	....	7 00
Do., 75 lbs.	....	4 50
Spanish Onions, large cases	....	7 50
Do., small crates	....	2 50
Do., Cal. Australian Browns, 100 lbs.	....	7 50
Onions, white, large sacks	....	6 50
Celery, 8 doz.	....	6 00
Cauliflower, Cal., pony crates	....	4 50
Potatoes—		
Ontario, 90-lb. bags	....	2 60
Quebec, 90-lb. bags	....	2 60
Jersey Sweet Potatoes, hamper	....	2 75
Do., bbl., double headers	....	7 50
Turnips, bag	....	1 00
Mushrooms, 4-lb. basket	....	3 00

Domestic Trade Buys Flour Freely

Toronto.

FLOUR.—There is a very brisk demand for flour for the domestic trade at the present time. There is a feeling that the market may advance, and this has caused a more active inquiry. Prices continue on the basis of $11.15 for flour in cotton bags, and at $11 in jute bags.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	....	11 15
Do., in jute bags	....	11 00

Millfeeds Active at Steady Prices

Toronto.

MILLFEEDS.—No changes are reported in prices of millfeeds. They are selling at the fixed prices, and there is very active demand for the same.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, Dec. 12—The feature of the markets this week is the scarcity of seedless raisins. They are in very scant supply among the wholesalers and the shortage for the Christmas trade is acute. Bulk cereals are selling very actively and quotations are very strong. Prices generally are inclined to be higher.

Seedless Raisins in Scant Supply

Winnipeg.

DRIED FRUITS.—Both seeded and seedless raisins are very short for spot deliveries. Many wholesalers are cleaned right out. Great difficulty is being experienced in getting shipments forward. California growers report that there are no more raisins being offered by the association. Buyers would be well advised to pick up offerings quickly. The prune market is rapidly becoming cleaned up. Local stocks are being disposed of at a premium of two cents per pound over the association's opening prices. It is also understood that California shippers are offering premiums on contracts, which would indicate a much higher market in the very near future.

Raisins—		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	....	1 05
Cal., seeded, pkgs. 11 oz.	....	0 14
Do., 11 oz., fancy	....	0 15
Do., 15 oz., choice	....	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 17
Prunes—		
90-100s	....	0 18½
80-90s	....	0 19
70-80s	....	0 21
60-70s	....	0 23
50-60s	....	0 24
40-50s	....	0 26
Dates—		
Royal Excelsior, 3 doz. cases, per pkg.	0 19½	0 20
Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box	....	3 00
Figs—		
Spanish cooking, recleaned, per lb.	0 18	0 19
Cal. White Roedings, per lb.	....	0 23
Black Figs in Cartons, 10 x 15 per carton	....	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	....	4 10
Do., 6-row, 10-lb. boxes	....	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....	3 60
Do., 5-row, 10-lb. boxes	....	3 40
Fancy, 8-oz. bricks, 24 to box	....	3 35
Apricots—		
5-lb. cartons	....	1 85
Evaporated apples, lb.	....	0 20

Bulk Cereals Active Sellers

Winnipeg.

CEREALS.—Rolled oats are very firm. There have been slight advances by some manufacturers. Buyers are placing orders very freely on rolled oats, which would indicate that a general advance is looked for.

Rolled oats, 80s	....	4 20
Do., 40s	....	2 15

The Window is the Best Selling Agent the Store Has. Make Yours Pay

Do., 20s		1 10
Wheat granules, 98s		6 00
Do., 49s		3 05
Do., 24s		1 55
Barley, Ont., pot, 98s		5 50
Do., 49s		2 80
Do., pearl, 98s		7 75
Do., 49s		4 00
Do., 24s		2 05
Cornmeal, yellow, ½ sacks		3 05
Do., ¼ sacks		1 55
Do., bales		6 70
Standard oatmeal, coarse, 98s		5 50
Do., 49s		2 80
Do., 24s		1 45

Granulated oatmeal same prices as standard.

Dried peas, yellow, whole, per lb.		0 04
Dried peas, green, per lb.	0 10½	0 11¾
Split peas, 98s		7 75
Do., 49s		3 90
Do., small lots, lb.		0 08½

Santos Coffee is Up Two Cents Per Lb.

Winnipeg.

COFFEES.—Coffees are held very firm. Santos have shown another advance of two cents per pound. Mexicans and Rios are very firm, while the finer grades are showing a slight weakness. South American coffee is now finding its way onto the Canadian market through the United States There has been very little of this offered during the past five years and it is being looked upon as having a tendency to bring about lower prices, but it will be some time before the effects are noticeable. Java coffee practically all cleaned up for import.

Marked Decline in Shelled Walnuts

Winnipeg.

FRUITS.—Nuts generally are held at firm prices. Bordeaux halves are being offered at a noticeable drop in price of eight cents per pound for future delivery. The spot market is pretty well cleaned up and many jobbers are having difficulty in filling their orders. A heavier demand is reported than has ever before been known. Shelled Valencia almonds, 28-pound boxes, lb., 62c; Bordeaux walnuts, halves, lb., 81c to 82c. Later arrivals of shelled walnuts will be from six to eight cents per pound lower.

Almonds	0 30	0 31
Brazil	0 30	0 31
Chestnuts	0 25	0 26
Walnuts	0 28	0 30
Filberts		0 35
Pecans		
Peanuts—		
Choice	0 15	0 17
Fancy	0 19	0 21
Jumbo	0 21	0 24

Oriental Rices Again Higher

Winnipeg.

RICES.—Oriental rices show a still further advance of about a quarter of a cent per pound. There is a noticeable scarcity of the better grades of rice. American rices are unchanged, but prices are very firm. Samples coming forward are not improving in quality. Many grades would not find a market at all under normal conditions. Tapioca to arrive is showing a further decline; there has been a general easing off of this particular line for the past month; declines to date are approximately $2 per cwt.

Rice, No. 1 Japan, 100-lb. sack		0 17¾
Do., No. 2, 100-lb. sack		0 13½
Do., Siam, 50-lb. sacks		0 13
Do., Patna, 100-lb. sacks		0 14½
Do., 50-lb. sack	0 14¾	0 15
Ground rice, 100-lb. sack		0 11
Do., 50-lb. sack		0 11½
Tapioca, sack lots, per lb.		0 14
Do., broken sacks, lb.		0 15

Honey Shows Sharp Advances

Winnipeg.

HONEY.—Honey in tins of 5 and 10 pound sizes has advanced fully two cents per pound, with prices very firm. Many jobbers report a growing scarcity, especially in the tins. The smaller size glass jars remain unchanged as yet. Honey at present prices is considered good buying.

HONEY—		
5-lb. tins, per tin		1 50
10-lb. tins, per tin		2 95
10 oz. glasses, per doz.		4 00
Comb, 16 oz., per doz.		4 75

New Lobsters Show Advances

Winnipeg.

CANNED GOODS.—This season's lobsters are higher than last year but the quality is up to the same standard. Prices are from $3.80 to $4 per dozen for quarter sizes, and from $6.80 to $7.50 per dozen for halves.

Beans Are Firm; Prices Steady

Winnipeg.

BEANS.—Beans are showing very little change in prices. If anything they are a little firmer. The demand has fallen off considerably.

Vegetables Are Unchanged

Winnipeg.

VEGETABLES. — Vegetable prices show little change with the exception of potatoes, which are much firmer.

Potatoes, bush.		1 90
Turnips, per cwt.		2 50
Carrots, per cwt.		4 00
Beets, per cwt.		3 00
Cabbage, per cwt.		4 00
Onions, Manitoba, per cwt.		4 00
Do., B.C., per cwt.		5 00

Flour and Feed Prices Steady

Winnipeg.

FLOUR AND FEEDS.—No changes are reported in the markets for flour and feeds this week. Prices are steady and firm.

Flour		
Government standard, 98-lb. sacks		5 35
Do., No. 2, 49-lb. sacks		5 45
Do., No. 2, 24-lb. sacks		5 55
Mill Feeds		
Bran, per ton		40 00
Shorts, per ton		50 00
Hay—		
No. 1 Timothy		30 00
No. 2 Timothy		28 00
No. 1 Red Tip		24 00
No. 2 Red Tip		22 00
No. 1 Upland		22 00
No. 2 Upland		20 00

WINNIPEG PROVISION MARKETS

(Continued from page 52)

sions are steady, with a tendency to stronger levels. There is a very active demand for both hams and bacon.

Hams, light, 8 to 10 lbs., per lb.		0 36½
Do., 16-20 lbs., per lb.		0 33½
Do., 20-25 lbs., per lb.		0 28½
Do., 35 lbs. and up, per lb.		0 25
Breakfast bacon		
Bellies, 6-10 lbs. aver., per lb.		0 43½
Do., 10-14 lbs. aver., per lb.		0 43½
Do., 14-16 lbs. aver., per lb.		0 41½
Do., splits		0 37½
Shoulders, 10-16 lbs. aver., per lb.		0 27½
Picnics, 6-12 lb. aver., per lb.		0 22½
Do., 8-12 lbs., boneless		0 25½
Cottage rolls, boneless, per lb.		0 32½
Cooked hams, skinned, 8-12 lb. aver., per lb.		0 53
Do., 12-16 lbs. aver, per lb.		0 49½

Butter Market is Advancing

Winnipeg.

BUTTER.—The butter market this week is very firm. Prices show advances. Dairy butter is very scarce.

Finest Creamery		0 70
Do., solids		0 69
Choice 1-lb. prints		0 69
Do., solids		0 68
Dairy, 1-lb. prints		0 62
Margarine, 1-lb. prints	0 36	0 37½

Eggs Are Quoted At An Advance

Winnipeg.

EGGS.—Eggs are also quoted higher this week. French eggs are in small supply.

Fresh specials, per doz.		0 75
Fancy, cartons, doz.		0 69
Candled, per doz.		0 60
Loose, doz.	0 55	0 56

Lard is Reported Very Scarce

Winnipeg.

LARD.—Local packers are not quoting lard in any quantities.

1-lb. bricks		0 36½
3-lb. tins, 20 to case		20 70
5-lb. tins, 12 to case		20 63
10-lb. tins, 6 to case		20 55
20-lb. tins, 4 to case		27 10
20-lb. wood pails, each		7 20
Tierces, per lb.		0 33½

Cheese Has Active Inquiry

Winnipeg.

CHEESE.—The market for cheese is steady, with a very active demand for the same.

CHEESE—		
Ont., large, lb.		0 33
Do., twins, lb.		0 33½
Do., triplets, lb.		0 34
Manitoba, large, lb.	0 31	0 32

Fish Quotations Are Unchanged

Winnipeg.

FISH.—No changes are reported in the market for fish this week. There is a very active demand for all offered. Oysters are selling very freely.

Get the Habit of Being Proud of Your Windows. It Pays

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 9.—Prospects are particularly good for Christmas trade. Dealers report a very satisfactory business. There have been few changes in market quotations this week. Rice is higher and is selling $13 to $13.50. Molasses $1.20. Corned beef easier, $3.90 to $3.95. Eggs continue scarce but slightly easier, case selling at 65c and fresh at 75c. Tomatoes continue firm but not expected to go higher in near future.

Flour, 96s, per bbl.	....	10 70
Beans, B.C.	7 50	9 00
Rolled oats, 80s	....	4 45
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Cheese, No. 1, Ontario, large	0 31	0 33
Butter, creamery, lb.	....	0 70
Do., dairy, lb.	....	0 55
Lard, pure, 3s, per case	....	20 40
Eggs, new-laid, local	....	....
Do., No. 1 storage	19 50	21 00
Tomatoes, 2½s, standard, case	4 00	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	....	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17
Do., 50-60s	....	0 20
Do., 30-40s	....	0 26
Do., 20-30s	....	0 31
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	60 00
Oranges	....	6 35
Lemons	....	7 75
Grapefruit	....	7 00
Pears, evaporated, lb.	....	0 33½
Pineapples, 2s	....	6 20
Do., 2½s	....	7 90

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 9.—Molasses are up 35 cents a case. Squirrel peanut butter is 45 cents higher on ones and $2 on fives. Rolled oats is now $4.45 for eighties, an advance of 30 cents. Bran and shorts are down $3 per ton. Eggs are $19.50 to $21. Creamery butter is 70 cents per pound. Number one dairy is 55 cents. Tapioca is quoted at from $13.50 to $14.50. Lobster halves are from $6.50 to $7.10 per dozen. Lemons are $7.75 a case. Brazil nuts are 34 cents, and filberts 33 cents. Valencia shelled almonds are scarce. A small express shipment is offered at 75 cents per pound.

Flour No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	13 00	13 50
Molasses	....	1 20
Sugar—		
Standard, granulated	....	12 10
No. 1, yellow	....	11 60
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 75
Eggs, case	....	0 65
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	....	0 60
Butter, tub	....	0 58
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard, case	....	3 75
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 75
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	7 00	7 50
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	4 00	6 00
Apples, Western, box	4 00	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

RULES AND REFLECTIONS

Continued from page 34

If your losses do not exceed this limit, you have no credit losses.

Get it? That $150 is legitimate expense, just as the cost of gasoline for your Ford is legitimate. But, just as you try to keep down the cost of gasoline, so you must seek to live inside this limit as much as possible.

So half per cent. is normal. More is abnormal. If yours runs more, you are not making good. It is up to you!

The deal is: The customer's account is monthly. It is to run to not over $40 a month. It is due for payment the first of each month. There are the elements of understanding in the beginning.

If the account is paid as agreed, there will be no balance left unpaid. In such circumstances, the merchant never will be "troubled with the creeping balance"—a statement that always makes me smile most heartlessly when I hear it!—for there will never be any balances.

A balance has no place on your books with any account in any circumstances. The customer who cannot meet $40 now, cannot meet $42 next month and $44 the month after. Take your loss, if you must take one, promptly, while it is at the minimum. It is better and easier to lose $2 than $4—$20 than $40. Take your medicine now and get over the taste. Then you can devote your time and energy to customers who are worthy of a credit merchant's efforts and work.

Don't fritter away your energy and nerve force on weak sister customers!

Properly conducted, the credit business is the finest business there is. But properly conducted—did you get me, Clarence?

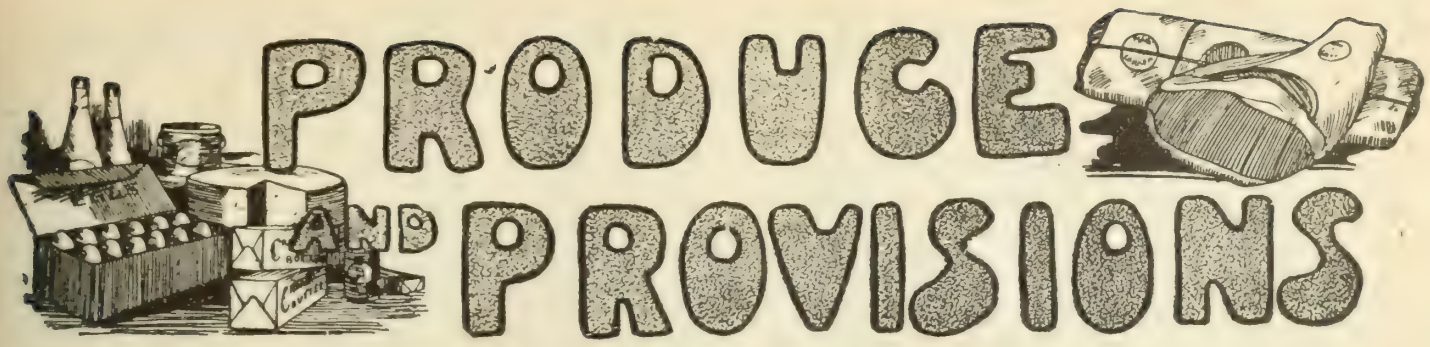
HELPING GOOD ROADS TO HELP THE STORE

The results have just been announced of their annual road competition conducted by the firm of Robinson and MacBean, Limited, Moose Jaw. The object of the competition each year is to assist in demonstrating what can be accomplished in the construction and maintaining of earth roads as well as to assist in promoting better roads in the Moose Jaw district. Fourteen entries in this season's competition were received, covering 70 miles of road. Inspections were made in July, August, September and October and points awarded for improvement shown during the summer in crown, hardness and smoothness of the roads. All inspections were made by an official of the Highways Department of the Provincial Government. Prizes were awarded as follows: District No. 1, first, Robert Baird, $150; second, F. J. Lalonde, $100; third, C. O. Pannell, $75. District No. 2: First, T. H. Abbott, $150; second, A. Moffatt, $100; third, L. Bruce, $75. The prizes are awarded 25 per cent. to the operator in charge of the road during the season, and 75 per cent. to the municipality in which the entry was located.

In a statement issued with the announcement of the result of the competition, Robinson, MacBean Co., Ltd., state that in putting on these competitions during the past three years they have done so with the conviction that the building and maintaining of better roads is one of the most important problems with which they have to deal. Good roads are a necessity to make it possible for the farmer to market his produce at the last possible expense.

ELKHORN CHEESE AGENTS

J. L. Kraft & Bros. Co., manufacturers of Elkhorn Cheese in tins, have appointed the following Canadian agents: Oppenheimer Bros., brokerage houses from Winnipeg to Vancouver; J. A. Tilton, St. John, N.B.; Pyke Bros., Halifax, N.S.; Dunn-Hortop, Limited, Toronto; Wm. H. Dunn Co., Montreal; Buchanan & Ahearn, Quebec, P.Q.



MONTREAL GROCERS ACT RE EGGS AND BACON

At its regular meeting last week the Retail Grocers' Association of Montreal protested, after considerable discussion, against the present by-law requiring eggs to be sold by weight. The Retail Grocers are not objecting to the by-law regarding the selling of vegetables by weight, but do find it very awkward to fall in line when it comes to selling eggs by weight. To this end they are memorializing the Montreal Civic Commission with regard to the matter, and hope to have some ruling made of a favorable nature. The exact action taken was that of deciding to write members of the City Council, urging them to defeat the project of selling eggs by weight. Since matters of this kind have to be taken up by the council, this is the logical action that might be expected.

Also Act re Bacon Products

In view of the recent ruling of the Board of Commerce regarding the profit on bacon and boned ham, the Grocers' Association also discussed this matter very fully, some of the members explaining that, while they were opposed to profiteering, it was, in their opinion, an excess of jurisdiction on the part of anyone to limit profits. A resolution was passed which is being forwarded to the above board. At this meeting the President, J. A. Dobien, occupied the chair.

A NEW METHOD OF DEHYDRATING FRUIT

In the fruit-growing district of Washington State, an inventor, familiar with the great waste of unmarketable fruits and vegetables, has evolved a dehydrating machine, which promises to conserve at least a portion of this valuable food product. The machine is large, intended for factory operation, and performs its functions automatically. It first slices or cubes the fruit and then spreads it on slightly inclined trays, arranged one above the other, in a wood housing. Independent steam control for each tray permits adjustment for different varieties. The rising of the heated air is declared to produce a vacuum effect, which extracts the moisture in a short time without affecting the cell structure. The product, when cooked, regains its original form and flavor, as the dehydrating process removes from it nothing but water, which the cooking process replaces.

OUTPUT OF CREAMERY BUTTER INCREASES

OTTAWA.—Nov. 11.—A Dominion bureau of statistics report shows that the total production of creamery butter in 1918 was 93,266,876 pounds. Value $41,845,164, as compared with 87,526,939 pounds, value $34,274,218, in 1917 and 82,564,130 pounds value $26,966,356, in 1916. In order of production the figures for the provinces are as follows: Quebec, 36,761,057 pounds, value $16,364,950; Ontario, 29,397,485 pounds, value $13,136,470; Alberta, 9,021,765 pounds, value $4,011,869; Manitoba, 8,436,962 pounds, value $3,897,476; Saskatchewan, 6,099,014 pounds, value $2,221,403; Nova Scotia, 1,756,905 pounds, value $808,755; British Columbia, 1,581,924 pounds, value $807,861; New Brunswick, 660,010 pounds, value $302,818; Prince Edward Island, 641,754 pounds, value $293,572. For all Canada the average wholesale price of butter works out at about 45c per pound, as compared with 39c in 1917 and 33c in 1916. Every province showed an increase over 1917 in the production of creamery butter.

BUTCHERS COMBAT BY-LAW

Contesting Montreal city by-law No. 701, Oscar Gignac, master butcher, and president of the Montreal Master Butchers' Association, has entered action in the Superior Court, contesting the legality of the said by-law, and which concerns abattoirs. This by-law permits the abbatoirs to retain certain parts of animals slaughtered, although they are permitted to make a charge for the work done. It is argued that the burden falls upon the retail butcher.

HE'LL TELL THE WORLD

Williams in Indianapolis "News."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 9—Produce markets are quite steady this week, the changes being fewer than usual and of smaller consequence. The basis for hogs is firmer, both live and dressed being up about 50c. Fresh beef and good calves also are higher. Eggs are firm, storage stocks being a free seller and prices all around being firm. The butter market is firm and active. Lard and shortening are slightly easier, this being noted in a narrowing of the spread. There is an active poultry market and fish, too, are selling well, there being a number of fish days in Quebec Province this week. Cheese prices are firm and the market, as far as making goes, is about closed for the year. Margarine is easy and in but moderate demand.

Hogs Marked Up; Beef Higher, Too

Montreal.

FRESH MEATS.—While the hog market ruled easier at the beginning of last week, it firmed toward the latter part, and as a consequence of freer buying, the prices for select weights rose about 50c per cwt. to $17. This is in common with outside markets. Fancy dressed hogs are selling up at $25 per cwt., while country dressed are quoted $1 to $2 per cwt. less.

Prices are considerably higher for various beef cuts, both steers and cows being higher in price. Good calves, too, are higher. There is quite an active demand

FRESH MEATS—		
Hogs, live	....	17 00
Hogs, dressed—		
Abattoir killed, small (heads off), 65-90 lbs.	....	25 00
Country dressed	23 00	24 00
Fresh Pork—		
Leg of Pork (foot on)	....	0 31½
Loins (trimmed)	....	0 36
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	....	0 25
Untrimmed	....	0 23
Pork sausage (pure)	....	0 24
Farmer sausages	....	0 18

Fresh Beef— (Cows)			(Steers)	
$0 19	$0 22	Hind quarters	$0 25	$0 26
0 12	0 14	Front quarters	0 15	0 16
....	0 27	Loins	....	0 36
....	0 22	Ribs	....	0 25
....	0 12	Chucks	....	0 14
....	0 18	Hips	....	0 19
Calves (as to grade)			0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.			....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.			....	0 18

Hams and Bacon Less; Barrel Pork Lower

Montreal.

CURED MEATS.—Prices scored a decline on hams and bacon, the changes coming gradually, and the logical result of the lower prices that have been reached on live and dressed hogs. The demand for both lines is seasonable, although not excessive. Stocks are ample for the trade requirements.

Hams—		
Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	....	0 32
12-14 lbs.	....	0 32
14-20 lbs.	0 31	0 32
20-25 lbs.	....	....
25-35 lbs.	....	0 25½
Over 35 lbs.	....	0 25
Bacon—		
Breakfast	....	0 39
Windsor	....	0 50
Cottage Rolls	....	0 29½
Picnic Hams	....	0 24
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	....	54 50
Clear fat backs (bbl.), 40-50 pieces	....	61 00
Heavy mess pork (bbl.)	....	50 00
Plate Beef	....	30 00
Mess Beef	....	23 00
Bean Pork	....	50 00

Business at Steady Prices; Jellied Meats

Montreal.

JELLIED MEATS.—Prices have been ruling steadily without change on cooked and jellied meats, and while there has not been any great demand for the various lines, the sales are seasonably fair. Mincemeat continues to be a steady and a ready seller, and prices are maintained firmly, especially for the better grades.

Head cheese	....	0 14
Choice jellied ox tongue	....	0 55
Jellied pork tongues	....	0 40
Jellied Pressed Beef, lb.	....	0 32
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked	0 46	0 49
Shoulders, roast	....	....
Shoulders, boiled	....	0 44
Pork pies (doz.)	....	....
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 23
Bologna, lb.	....	0 13

Butter Prices Firm But Without Change

Montreal.

BUTTER.—While there is a strong undertone in this market on best butter, and in fact on all grades, no quotable change was made during the week. Receipts have been quite large, and the local consumptive demand being good, produce dealers have recorded extensive sales. Considerable export of June butter has also been accomplished. Best creamery is selling at 68-69c per lb. in prints.

BUTTER—	
Creamery, prints, fresh made	0 69
Creamery, solids, fresh made	0 68
Dairy, in tubs, choice	0 62
Dairy prints	0 63
Bakers'	0 55

Little Price Change Shown Here on Lard

Montreal.

LARD.—The market has been ruling with little change to speak of, and what there is resolves itself into a lessening of the range, and tierce price remains at 29c per lb. Demand is quite active, this being one of the heavy seasons for holiday cooking.

LARD, pure—		
Tierces, 400 lbs., per lb.	....	2 29
Tubs, 50 lbs., per lb.	....	0 29½
Pails, 20 lbs., per lb.	....	0 29¾
Bricks, 1 lb., per lb.	0 31	0 32

Range of Prices on Shortening Narrowed

Montreal.

SHORTENING. — While there has been little change this week for shortening, the range narrowed slightly, owing to the somewhat easier basis ruling for lard. Sales are seasonably satisfactory.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 28
Tubs, 50 lbs., per lb.	....	0 28½
Pails, 20 lbs., per lb.	....	0 28¾
Bricks, 1 lb., per lb.	0 30	0 30½

Cheese Season Closes and Prices Are Firm

Montreal.

CHEESE.—Prices are firm on cheese, and with the season closed, as far as operating by the factories is concerned, deliveries to this market will necessarily be fewer. As viewing the season in retrospect, the receipts at Montreal show a falling off for 1919, since May 1st, of 152,465 boxes. While certain supplies are held here, the orders for these will, it is said, absorb the holdings.

CHEESE—		
New, large, per lb.	0 31	0 32
Twins, per lb.	0 31	0 32
Triplets, per lb.	0 31½	0 32
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	....	0 35

Margarine Unchanged; Is Not a Heavy Seller

Montreal.

MARGARINE.—The margarine market is ruling without change of a radical nature. Produce men, generally, are not satisfied with the outturn. It seems that, although the price of butter is ever creeping upward, margarine is not the seller it is expected to be. Prices are

The Competition is Open to All. A Selling Window the Main Point

without change, best grades, in prints, selling at 38 and 39c per lb.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb..	0 31	0 34

Big Demand For Eggs; More New-Laids Coming

Montreal.

EGGS.—New-laid eggs are coming to hand, some say, in freer supply, but the demand is such as to more than absorb these. Prices paid for best new stock are said to rule a little lower, but sales are made at prices well over a dollar, in some cases.

The scarcity of best stock has served to create a bigger demand for storage stock, and while the shipping season is at an end, it is expected that the home market will readily absorb the stocks left in storage.

EGGS—		
No. 2	....	0 55
No. 1	....	0 58
Selects	....	0 65
New Laids	0 90	1 00

Active Poultry Sales; Choice Stock Shipped

Montreal.

POULTRY—Prices have been steadily held on poultry, particularly for the better grades for holiday trade. An active demand from the consumer is anticipated, and prices paid by the buyer for stock are governed by the grade. Some excellent stock has been received from Ontario points.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.).....	0 37	0 40
Chickens, roasting (milk).....	0 43	0 45
Ducks—		
Brome Lake (milk fed green)..	....	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.....	....	0 48
Do. (young)	....	0 52
Geese	....	0 28
Old fowls (large)	....	0 34
Do. (small)	....	0 30
(Buying Prices)	Live	Dressed
Chickens, light weights	0 22	0 27
Do., heavy weights	0 23	0 28
Ducks, young	0 22	0 30
Do., old	0 13	0 18
Geese—		
Young	0 22	0 25
Old	0 16	0 21
Fowls	0 18	0 23
Roosters	0 16	0 20
Turkeys	0 32-0 33	0 37-0 40

Special Holidays Help Fish Trade

Montreal.

FISH.—The coming of special fish days in this part of Quebec has served to improve the demand for various fish, and trade is reported active. Prices on some of the various frozen and fresh varieties, such as haddock, codfish, etc., have been ruling with an easier undertone. Oysters and shrimps, smoked and cured fish are in active demand, and fairly steady in price.

FRESH FISH		
Haddock	0 07	0 07½
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	....	0 17
Flounders	0 08	0 10
Prawns	....	0 45
Live Lobsters	....	0 40
Salmon (B.C.), per lb., Red.....	....	0 30
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 16
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 18	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 15	0 16
Smelts, No. 2, per lb.....	0 11	0 12
Pike, headless and dressed.....	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.....	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.....	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.....	....	5 00
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	....	21 00
No. 1, medium, bbl., 200 lbs....	....	20 00
No. 2, 200-lb. barrel.....	....	18 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb..	....	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 18
Shredded (12-lb. boxes).....	2 40	2 50
Dried, 100-lb. bbl.....	....	16 00
Skinless, 100-lb. boxes.....	....	16 50
Pollock, No. 1, 200-lb. barrel....	....	15 00
Boneless cod (2-lb.)	....	0 23
PICKLED FISH		
Herrings, Scotch cured, half bbl..	....	12 00
Do., Scotia, barrel.....	....	12 00
Do., half barrel.....	....	6 50
Mackerel, barrel	....	25 00
Salmon, B.C., 200 lbs.....	....	25 00
Labrador Salmon, barrels.....	....	26 00
Sea Trout, 200-lb. barrels.....	....	25 00
Turbot, 200 lbs.	20 00	32 00
Codfish, tongues and sound, lb....	....	0 12
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 11	0 12
Fillets	0 17	0 18
Bloaters, box	....	2 50
Kippers	2 15	2 50
Digby Chicks, in bundles, per box	....	0 24
Boneless Smoked Herring, 10-lb. box, lb.	....	0 25
OYSTERS		
Cape Cod, per barrel	13 00	15 00
Batouche, per barrel	....	14 00
Malpeques shell oysters, choice, bbl.	....	18 00
Do., XXX, bbl.	....	16 00
Scallops, gallon	....	4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 40
Can. No. 5 (Solids)	11 20	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00
SUNDRIES		
Paper Oyster Pails, ½s per 100..	....	1 50
Paper Oyster Pails, quart size, per 100	....	2 25
Crushed Oyster Shells, 100-lbs.....		1 50

ONTARIO MARKETS

TORONTO, Dec. 12—There is a slightly higher tendency in fresh meats this week, the demand for Christmas supplies bringing this about. Hams and bacon and other pork products are steady and unchanged. The butter market shows a tendency to keep advancing and prices of creamery prints this week are marked up two cents per pound. Eggs are strong and cheese is unchanged. There is a big demand for turkeys for Christmas and a shortage is anticipated.

Fresh Meats Are Slightly Higher

Toronto.

FRESH MEATS.—There is a slightly firmer tendency in the market for fresh meats. While hogs are at easy levels, the demand for beef for the Christmas trade has resulted in a little stronger market. Live hogs, on the fed and watered basis, are selling at $16.25 per cwt. Legs of pork are bringing 28 cents per pound, and tenderloins are 45 and 47 cents per pound. Hind quarters of beef are from 18 to 25 cents per pound, and front quarters from 15 to 16 cents. Calves are selling to the trade at from 18 to 26 cents, and spring lamb at from 23 to 24 cents.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt....	22 00	24 00
Live off cars, per cwt.....	....	16 50
Live, fed and watered, per cwt.	....	16 25
Live f.o.b., per cwt.	....	15 25
Fresh Pork—		
Legs of pork, up to 18 lbs.....	....	0 28
Loins of pork, lb.	0 36	0 36½
Tenderloins, lb.	0 45	0 47
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 23	0 24
New York shoulders, lb.	....	0 24
Boston butts, lb.	....	0 30
Montreal shoulders, lb.	....	0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 25
Front quarters, lb.	0 15	0 16
Ribs, lb.	0 12	0 26
Chucks, lb.	0 10	0 15
Loins, whole, lb.	0 22	0 30
Hips, lbs.	0 13	0 20

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 18	0 26
Spring lamb, lb.	0 23	0 24
Sheep, whole, lb.	0 12	0 14

Above prices subject to daily fluctations of the market.

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS.—The market for hams and bacon is unchanged. There is a very good demand, but prices remain at the levels suggested by the Board of Commerce. The inquiry for both hams and bacon, as well as for dry salt meats, is very active.

Hams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb. ...	0 40	0 45
Breakfast, fancy, per lb.....	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb....	0 35	0 37
Dry Salt Meats		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.....	....	0 28
Sausages in brine, keg, 35 lbs..	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
ing, per lb.	....	0 44

The Contest Closes January 3. Be On Time

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats in Good Demand

Toronto.

COOKED MEATS.—There is a fairly good demand for cooked meats at unchanged prices. Boiled and roast hams range from 48 to 52 cents per pound.

Boiled hams, lb.	0 48	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	....	0 55
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Butter is Quoted Two Cents Higher

Toronto.

BUTTER.—Prices of butter steadily advance. Quotations this week are again from one to two cents per pound higher. Fresh dairy butter is selling at from 58 to 60 cents per pound

BUTTER—		
Creamery prints (fresh made).	0 68	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.	....	0 55

Cheese Unchanged But Very Strong

Toronto.

CHEESE.—The market for cheese is very strong, but unchanged, this week. Large cheese are selling to the trade at from 32 to 32½ cents per pound, and stiltons at from 35 to 36 cents.

CHEESE—		
Large	0 32	0 32½
Stilton	0 35	0 36

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard Selling at 29 and 29½ Cents

Toronto.

LARD—The market for lard is steady and strong. It is selling at from 29 to 29½ cents per pound, tierce basis.

LARD—		
Tierces, 400 lbs., lb.	0 29	0 29½

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Shortening Holding Steady

Toronto.

SHORTENING. — Shortening is selling unchanged at from 27 to 28 cents per pound, and there is a very active inquiry for it.

Sharp Advance in New-laid Eggs

Toronto.

EGGS.—There is another sharp advance this week in the price of new-laid eggs. They are selling to the trade at from 95 cents to $1 per dozen. Selects are from 64 to 65 cents per dozen, and number one storage eggs are steady at 61 cents.

EGGS—		
No. 1 storage, doz.	....	0 61
Selects	0 64	0 65
Special new laids, in cartons..	0 95	1 00

Prices shown are subject to daily fluctuations of the market.

Margarine Sales More Active

Toronto.

MARGARINE.—Margarine is selling fairly well. Prices to the trade are strong at the recent advance.

MARGARINE—		
1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 34	0 36
Do., No. 3	0 30	0 31
Nut margarine, lb.	....	0 33

Frozen Fish Now Selling

Toronto.

FISH.—There is not a great deal of fresh fish on the market at the present time, and the frozen stuff is pretty well supplying the demand. There is also an active demand for the smoked fish. The haddies are selling at from 12 to 14 cents per pound, and the fillets at 17 cents. Kippers and bloaters are $2.50 to $2.60 per box. Oysters are selling freely and are unchanged in price.

FRESH SEA FISH.		
Cod Steak, lb.	....	0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 10
Halibut, chicken	....	....
Do., medium	....	....
Flounders, lb.	....	....
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00
FROZEN FISH		
Salmon, Red Spring	....	0 25
Do., Cohoe	....	0 20
Do., Qualla	0 13	0 14
Halibut, chicken	0 21	0 22
Do., medium	0 20	0 21
Do., jumbo	0 19	0 20
Whitefish, lb.	0 10½	0 11½
Herring	0 05	0 09
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout,	....	0 17
FRESH LAKE FISH		
Lake herring, round lb.	....	....
Do., dressed, lb.	....	....
Trout, lb.	....	....
Whitefish, lb.	0 14	0 16
Do., dressed	....	0 18
Pickerel, dressed	....	....
Mullets, lb.	....	....
Fresh pickerel	....	....
Ciscoes	....	....
Pike	....	....
Fresh mackerel	....	....
SMOKED FISH		
Haddies, lb.	0 12	0 14
Fillets, lb.	....	0 17
Kippers, box	....	2 50
Bloaters, box	....	2 60
Ciscoes, lb.	....	0 18

Turkeys May Be Scarce For Christmas

Toronto.

POULTRY.—The supply of turkeys for the Christmas trade does not promise to be heavy, and dealers state there is not likely to be sufficient to supply the demand. Buyers are paying thirty cents per pound for old turkeys in the country, and 35 cents for the young ones. They are quoted higher to the trade this week at from 46 to 50 cents per pound. Geese are from 27 to 30 cents per pound, and spring chickens from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	$0 30	$0 35
Do., young, lb.	0 35	0 43
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 23	0 27
Fowl, under 3½-5 lbs.	0 18	0 23- 0 28
Ducklings, 3½ lbs. up	0 23	0 27
Geese	0 18	0 24
Guinea hens, pair	1 25	1 50
Spring chickens, live..	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20 0 23
Chickens, spring	0 28 0 32
Ducklings	0 28 0 34
Geese	0 27 0 30
Turkeys	0 46 0 50

WINNIPEG MARKETS

WINNIPEG, Dec. 12—Live hogs show an advance this week and cattle prices are slightly higher, too. Provisions are steady, but very strong. Lard is exceedingly scarce. Butter and eggs show higher levels.

Live Hogs Higher At Winnipeg

Winnipeg.

FRESH MEATS.—The pork market is very firm, with a slightly advancing market. One dollar per hundred advance was reported this week.

The cattle market is slow and draggy. There has been more cattle offered this week than for some weeks past.

Pork—		
Selects	....	16 00
Lights	....	14 00
Heavies	....	14 00
Sows	....	11 00
Sheep and Lambs		
Good lambs	12 50	14 50
Common lambs	8 00	9 00
Good sheep	8 00	9 00
Common sheep	6 00	7 00
Steers—		
Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows—		
Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25
Lambs—		
Good	12 00	13 00
Common	8 00	10 00
Sheep—		
Good	9 00	9 25
Common	6 00	7 00

Provisions Are Steady and Firm

Winnipeg.

PROVISIONS.—Quotations on provi-

Continued on page 47.

Help Us to Help the Grocery Trade by Better Window Displays

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL

CANADA HAS MANY PROBLEMS TO FACE DURING COMING YEAR

BANK OF MONTREAL ANNUAL MEETING

Sir Vincent Meredith, the President, Favored System of Taxation That Would Affect All Classes of Community Who Have Ability to Pay—Sir Frederick Williams-Taylor, General Manager, Points Out That There Had Been No Profiteering by Banks During War Period, As Loanable Funds Had Remained Unchanged—Bank Had Never Been In a Healthier State.

MONTREAL, Dec.—(Special)—At the anuual meeting of the Bank of Montreal, at the head office of the Bank, Sir Vincent Meredith, the President, in his annual address, took occasion to refer particularly to the many problems with which Canada was at present confronted and to the best manner in which these could be solved. It is generally recognized that these problems at the moment are of almost an unprecedented character, and, therefore, they are of the greatest importance to the mercantile interests of the country.

Sir Vincent attributed the high cost of living very largely to the pressing demands of European countries for commodities of every nature. He considered that in Canada it might be possible to look forward confidently to a reduction in all commodities, both at home and abroad, after another harvest.

He dealt particularly with the change in opinion that had developed as regards the relation of gold reserve to note circulation. He expressed the view that it might be a part of wisdom to depart from the old notions of the rigidity of the gold reserve and recognize that we are justified in enlarging our note issuing powers to respond to all legitimate business demands in periods of great trade activity or emergency, provided such expansion is based on self-liquidating securities.

The President also pointed out that it was vitally important that the unoccupied areas of Canada should be settled and made productive with as much rapidity as possible, the future prosperity of the country and ability to meet our debts being largely dependent on increased production.

The question of taxation in Canada also received particular attention and Sir Vincent expressed the view that trade was being hampered by a somewhat penalizing excess business profit tax. Furthermore, enterprise and expansion are stifled and foreign establishments deterred from entering the Canadian industrial field. He expressed the view that Canada should do away with many exemptions and impose taxation on all classes of the community who have the ability to pay and at the same time place a higher tariff upon imported luxuries, which would cause little hardship and at the same time considerably ease a strained financial situation.

Difficulties to be Overcome

Sir Frederick Williams-Taylor, the General Manager, dealt more particularly with the record of the Bank during the past year, but also touched on many of the developments outside of the country which had a bearing on the situation. Sir Frederick stated that it was no reassuring reflection that the United States has already reduced her war debt by some $800,000,000, while Canada was confronted with an increase of $600,000,000 for the current year.

Sir Frederick took occasion to point out that it was a matter of sufficient importance to bear repeating that there had been no profiteering whatever by the banks of Canada, for the price of money had not been raised. Alone of all commodities, the cost to the borrower of loanable funds of the banking institutions of the country had remained unchanged. Not only was this the case, but speaking for the Bank itself, it was only proper that the shareholders should know that in handling banking business entrusted by the several Governments during the war and since, the policy had been to charge only the narrowest of commissions and minimum interest rates. In many instances, where the services were of a war character, the Bank had acted free of charge.

A satisfactory sign of the times in Canada was the increase in buying power for first-class securities. This is a healthy and desirable condition, induced by Government war loans and war savings certificates. It is vital that Canadians should recognize the virtue of saving, as between production and thrift, though they go hand in hand, the latter is fundamental and leads naturally to the former.

General Trade Activity

Sir Vincent Meredith, in his address to shareholders, said, in part:

"General trade in practically all branches had been active and profitable during the war and the Bank has participated in the general prosperity. The balance sheet shows profits in moderate proportion to the resources employed, and yet, I trust, not unsatisfactory to the shareholders. That reaction from the feverish activities and high prices produced by the vast conflict, which so many apprehended, has not occurred, nor can it be said to be impending. The feeling as to the future is less optimistic than it has been, but the great pressure on our agricultural and manufactured resources, caused by home and foreign demand, shows no signs of abatement.

Three Indispensable Factors

"There are three indispensable factors to the upbuilding of Canada—immigration, production and exports. Immigration during the last five years has been negligible, owing to the war. In the first seven months of the current fiscal year, new arrivals numbered 82,893, of whom 42,377 came from Great Britain and 35,949 from the United States. While these figures do not represent a large movement as compared with several pre-war periods, they show a gain of 51,734 immigrants, or about 166 per cent., over the corresponding months last year. After-the-war emigration of foreign-born has taken place in fairly large volume, the exact figures of which are not obtainable

"With regard to the subject of foreign trade, it is only a matter of time before increased production will overtake domestic demands, and unless preparations are made in advance for finding markets overseas for our exportable surplus of raw materials and manufactured goods, our uninterrupted prosperity may be checked. The needs of foreign countries are great and pressing, and profitable business awaits the Canadian exporter, but it cannot be acquired unless long term credits are provided.

"Our Government has been far-seeing in giving assistance in this direction, and, no doubt, is prepared to extend further aid, provided exporters, who reap the benefit, will assume a proportion of the risk.

"Self-interest alone would seem to dictate that credit facilities be extended to those countries who can demonstrate their ability to pay if given reasonable time, and we would thus avoid the possibility of abrupt changes in industrial conditions and bring about a gradual return of international trade equilibrium.

"I cannot close without voicing what, I am sure, is the feeling of every Canadian—that the recent visit to Canada of His Royal Highness the Prince of Wales not only gave abiding pleasure to every class of our population, but rendered a great and memorable service to the Empire in strengthening the Throne in the affection and confidence of the people, and by drawing still closer the ties which bind the commonwealth of nations over which he is destined to reign."

Many Problems to be Solved

In presenting his report to the shareholders of the Bank, Sir Frederick Williams-Taylor, the General Manager, said:

"The economic and financial difficulties that confronted the country during the war have changed in nature, but have not disappeared by any means. There

is an aftermath of problems which Canada must face and in which bankers are vitally concerned. At present there is great trade activity; yet our national debt grows apace, with attendant ills. Therefore, even with a full measure of faith in our country, I find the near future difficult to visualize. We derive a measure of consolation in comparing our lot with that of countries worse off than our own, but contiguity and ambition direct our eyes towards the country to the South which has benefited so vastly by the war.

Exchange Situation

"The premium on New York funds, the increase in our national debt and in our Canadian currency circulation, are matters of deep interest and should be studied by all.

"The purchasing power of the Canadian dollar in the United States has decreased, as reflected in the premium on New York funds. A year ago it cost two dollars to send one hundred dollars to the United States of America; to-day the cost is four dollars.

"Exchange is now a subject which as an English authority states, 'insists on bringing itself to the attention of all kinds of people who hitherto regarded it as a sort of mysterious cryptogram with which they had no practical connection.' In elementary terms, more money continues to flow out of Canada than comes in, thus creating a net balance against us after taking all transactions into account. New York being our natural clearing house for transactions with Great Britain and the rest of the world, it is clear that the present extraordinary cost of sending money to the United States would not exist but for the fact that we cannot spare the gold with which to pay the net balance in question against this country, while, in common with all countries, our legal tenders are naturally not current abroad. We should have precisely the same conditions between our own Provinces, were it not that our legal tenders and bank notes are current throughout the Dominion.

"It will interest you to know that on my recent trip to the Pacific Coast, when I travelled nine thousand miles in visiting various branches of the Bank, I met some 110 of our Managers, and returned more than ever satisfied with the personnel, the intelligent loyalty and devotion of our ever-increasing staff of officers.

"Such meetings are advantageous to the Bank and an inducement also to close relations between the Bank and its friends at distant points.

"It is impressive and satisfying to view the Dominion's greatest quick asset, the rich wheat areas of our three Western Provinces, at harvest time. While this year the yield was not up to the mark, the Western farmers had much to be thankful for.

"In British Columbia, one is struck by the confidence of the people in the future of their rich and beautiful Province, with its wonderful climate. It is a healthy sign that the men of affairs in the West hold such sane views concerning the outlook locally and for the Dominion at large.

"I hope that time may presently permit me to visit the other divisions as I did British Columbia and the Northwest.

"In concluding, I have no hesitation in expressing the belief that the affairs of the Bank have never been in a healthier state. Our domestic business is expanding satisfactorily, our foreign branches and connections have been adequately extended to meet the development of the country's trade, and, what is more important, we are well equipped in point of staff. Altogether, I feel that we are well prepared to meet any conditions and contingencies that may arise.

Overseas Record

"The record of the staff of the Bank overseas showed that 1,405 members of the staff had served with the colors. Of this number 1,182 had survived, of whom 663 have already been reinstated. Of the total who joined the colors it was Sir Frederick's sad duty to record the fact that 223, or 16%, gave their lives for their country. In paying tribute to them, Sir Frederick said:—

"No words of tongue or pen can fully express our pride in, or our admiration for, these gallant young crusaders. It must suffice to say that their names are not merely written in the records of this Bank and in the history of the Empire they served so well, but 'live on far away, woven into the fabric of other men's lives. Such dead are honored with unchallenged admiration.'"

BIGGER PROFITS FOR 1920

Armour's QUALITY PRODUCTS

Keep down your investment of merchandise, avoid losses through deterioration and obtain a faster rate of stock-turn.

Concentrate on Armour Quality Products—quick-selling food products of unchanging quality. You can absolutely count upon repeat orders. The Armour Oval Label simplifies buying—on both sides of the counter.

A letter to your nearest branch houses or to the General Offices will bring detailed information regarding the Armour line.

ARMOUR AND COMPANY

General Offices and Plant:
Hamilton,
Ontario

Branch Houses:
Toronto Montreal
Sydney, N.S. St. John, N.B.

Excellent Profits

Schneider's Hams and Schneider's Sausage will earn you a fine margin of profit. Their guaranteed quality insures you repeat sales and customer-satisfaction.

J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations
Satisfaction guaranteed on all mail orders.

SALT PLANT, WINDSOR, ONTARIO

A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

Windsor Table Salt
Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

When Writing Advertisers Please Mention Canadian Grocer

Off for the day's "haul"

THE above photograph shows one of Connors Bros.' fishing schooners starting out for their nets in the clear, cool ocean depths.

Each day these trim, speedy schooners steam out to the finest fishing ground in the world, to return at evening loaded with the day's "haul"—a "catch" that is immediately selected and sorted ready for processing and canning under the famous "Brunswick Brand Label."

This is the first of a series of nine advertisements depicting the most up-to-date methods employed by Connors Bros., Ltd., in preparing **Brunswick Brand** celebrated fish foods. Watch for them each week.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

It's Profitable Because—

100% PURE

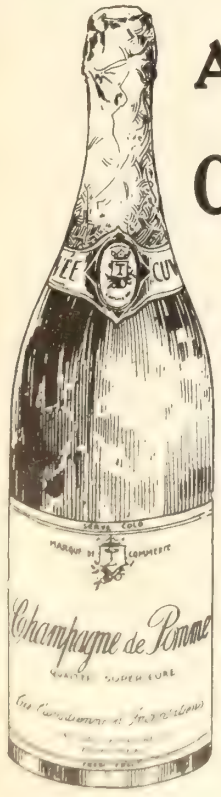
COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.



A New Drink

Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations
140 St. Catherine St. E., Montreal

Why Grocers "Push" MARSH'S

The enthusiastic support which grocers are giving to the sale of Marsh's is accounted for by the fact that the Delicious Concord Flavor keeps customers coming back for more and because the profit made on each sale is so temptingly liberal.

Are you pushing ***Marsh's?***

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

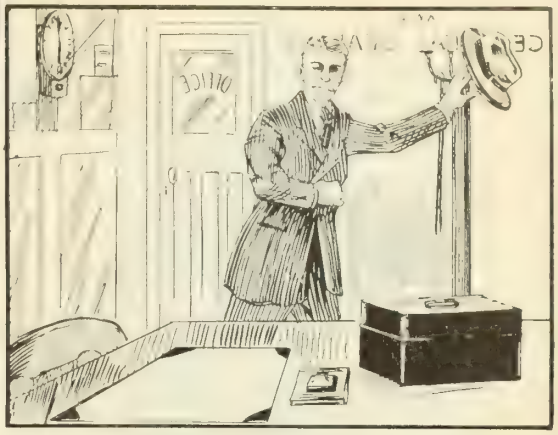
THIS

Everything disorder and worry.

Why Spend, Money, Time and Energy in Keeping Credit Records?

OR

THIS



Everything in order and contentment.

If You Must Keep Credit Records, Then

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION**
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA
The Security Envelope File Check System
29 Ontario St. - - Stratford, Ont.

?

WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

Are You Eager for Good Profits?

If so, get after a line that has made a reputation for itself and brings a steady flow of customers. This you will find in

Shirriff's (True Seville) Orange Marmalade

Only the best of Seville oranges from Sunny Spain and pure cane sugar are used in this popular product.

In our up-to-the-minute equipped factory experts devote their knowledge and experience to the manufacturing of peerless Shirriff's.

This is an excellent line to handle. Get after it.

Imperial Extract Company
Toronto, Ontario

Selling Agents: Harold F. Ritchie & Co.,Ltd., Toronto and Montreal

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

The Quality that's worth recommending

Royal Acadia Sugar is the sugar that lives up to your highest recommendation at all times.

Every Grain --- Pure Cane

is not a meaningless slogan—for Royal Acadia is made from pure cane, perfectly refined under the most sanitary conditions.

You can safely recommend Royal Acadia as the best sugar for every sweetening purpose.

Supplied in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.
Limited
HALIFAX CANADA

Greetings of the Season

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

Washington's REFINED Coffee

Went to War Home Again

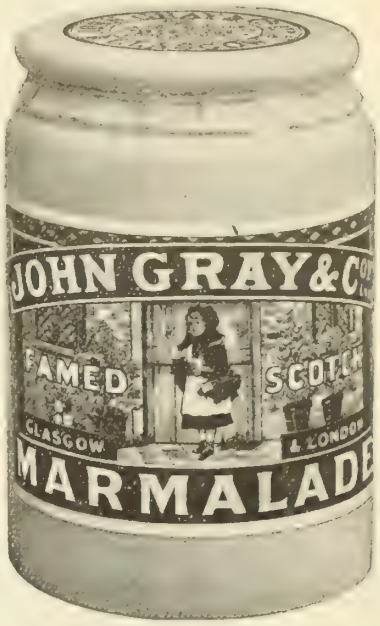
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

—the all-Canadian Leaders

That Malcolm purity and quality combined with Malcolm delicious goodness and undoubted economy have been appreciated by Canadian housewives is evidenced by the fact—that in spite of keen competition they have become the all-Canadian leaders in their line.

Now, as never before, it is the duty of every merchant to keep Canadian money in Canada. That's why we urge you to buy Malcolm's Milk products—the All-Canadian—Canadian-made products on the market.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders to

S. Davis & Sons

Box 630

Montreal

Manufacturers of Good Cigars for over 70 years

NOBLEMEN—Superiores	50, 25	$102.50*	10%	$92.25	net
Invincibles	50, 25	110.00*	"	99.00	"
Coronas	50, 25	102.50*	"	92.25	"
Junior	50, 25	82.00*	"	73.80	"
LA PLAZA—Epicures	50, 25	102.50*	"	92.25	"
Longfellows	50	75.00	"	67.50	"
DAVIS PANATELAS	50, 25	82.00*	"	73.80	"
CONCHAS	50, 25	77.50*	"	69.75	"
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75	"
PERFECTION	50, 25	77.50*	"	69.75	"
GRAND MASTER—Blunts and Perfectos	50, 25	70.00*	"	63.00	"
EL PROPOSO	100	60.00	"	54.00	"
DAVIS SUBLIMES	100	60.00	"	54.00	"
MIDGETS (20 packages of 5)	5	48.00	"	43.20	"
LORD TENNYSON	100	45.00	5%	42.75	"
	50	46.00	"	43.70	"
	25	47.00	"	44.65	"
CABLE	100	45.00	"	42.75	"
	50	46.00	"	43.70	"
	25	47.00	"	44.65	"
STONEWALL JACKSON	100	50.00	"	47.50	"
	50	51.00	"	48.45	"
(No order to be less than 500)	25	52.00	"	49.40	"

*$2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

Discounts shown based on purchase of at least 500 cigars assorted or of one brand.

Cash: 1% extra

Shipments prepaid to destination.

Big Advertising Campaign In Progress!

Are you getting your share of the trade?

OXO Cubes are being pushed by one of the strongest and most original advertising campaigns ever launched in Canada.

This advertising is selling OXO Cubes by the million, and every day that passes witnesses a big increase in the sales. Take advantage of this universal demand and let us help you to get your share of the trade.

The Cubes that sell!

OXO CUBES

Oxo Limited

Montreal Toronto Winnipeg

Best Quality Biggest Advertised

When we decided on the introduction of Lanka Tea, we first assured ourselves of its supreme quality. We determined that Lanka should be the synonym for the best the world produces — finest Ceylon tea perfectly blended and the most attractively packed.

Having this tea perfection, we are now proceeding to popularize the Lanka brand. One of the biggest campaigns ever launched for any food product is now running in Canadian magazines, newspapers and farm papers.

The aggregate circulation of these mediums is over a million — the actual number of readers amounts up to five times that sum.

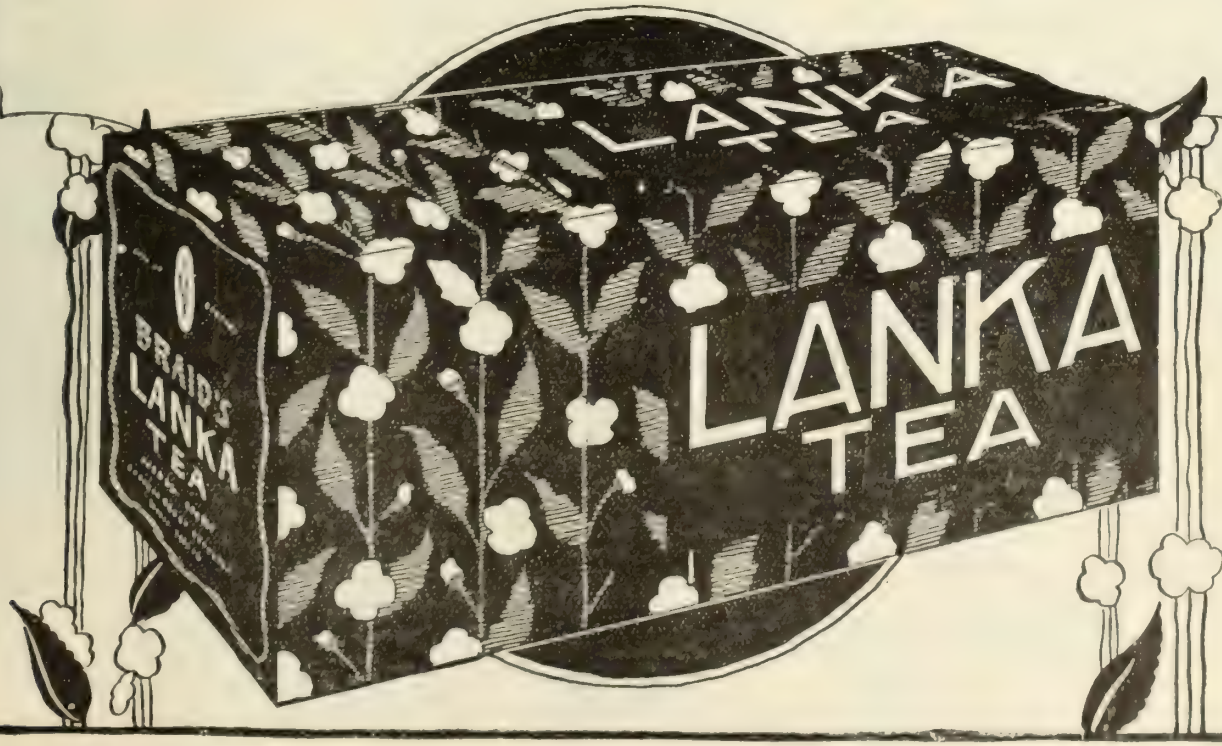
This quality backed by this publicity is going to win the big demand for Lanka.

If you haven't ordered, order now. Don't lose customers, provide what they want. Your customers want Lanka, you want to sell Lanka. There is prestige in handling the leader — and the tea leader is Lanka.

Order from your dealer today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

S. H. MOORE & COMPANY, Ontario Agents
104 Excelsior Life Bldg., Toronto



Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

KEATING'S POWDER

Sells in Cold Weather

There's always something that makes good reasons for keeping Keating's on hand every month in the year. Not a week passes without the need of Keating's being felt in houses, public buildings, factories, offices, etc. It's sure death every time Keating's comes in proper contact with

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

You can profit by this continuous demand and cash-in on our advertising. Keep your Keating stock complete.

Made by THOMAS KEATING, London, Eng.
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per jug
Gallon Jugs, Aylmer Quality	$1 62½
	Per doz.
Pints, Delhi Epicure	$2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 1
Jersey Brand, Hotel, each 24 cans	7 1
Peerless Brand, small, each 24 cans	3 1
St. Charles Brand, Tall, each 48 cans	7 2
Jersey Brand, Tall, each 48 cans	7 2
Peerless Brand, Tall, each 48 cans	7 2
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 60
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.35; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 23c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.

Does Your Package Win Display?

Does the grocer place it where it will catch the buyer's eye?

If he doesn't, there must be some reason. What is it? Is it because your package is not attractive? Perhaps the grocer can better improve the general appearance of his store by giving the prominent display positions to more attractive packages. Yours certainly won't win these positions if it is not as good as the best.

Write us. It is our business to design cutouts, display cards, labels, etc., and ours are the kind that talk. We will be glad to help you.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street Toronto, Canada

MAKE A CLEAN SWEEP

OF THE BRUSH AND BROOM TRADE IN YOUR DISTRICT

You can do this if you handle

SIMMS

BETTER BRUSHES AND BETTER BROOMS

They are guaranteed to be perfectly made, of the best materials. Stock up on our famous lines of

Brooms	Shoe Brushes
Whisk Brooms	Stove Brushes
Paint Brushes	Scrubbing Brushes

Lather Brushes

Prices and particulars on request.

T. S. SIMMS & C.O, LIMITED

Makers of Better Brushes and Brooms for 54 years

Head Office : St. John, N.B. Montreal London Toronto

A BAKING Soda that is known everywhere and famed for its purity and economy.

Housewives prefer Cow Brand because it lasts longer and works better.

Keep a good supply on hand.

Church & Dwight, Ltd.

MONTREAL

Jams

The quality of Furnivall's Fine Fruit Jam is made possible only by definite pains in the selection of fresh gathered fruits of perfect quality and the use of pure cane sugar.

Furnivalls

have reputation for tastiness which will mean a great deal to you in bigger business. Send in your trial order to-day.

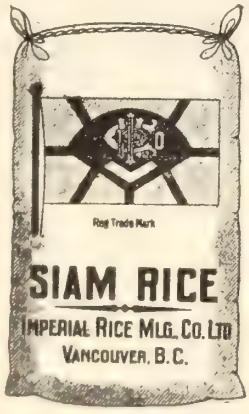
FURNIVALL-NEW
Limited
Hamilton - Canada

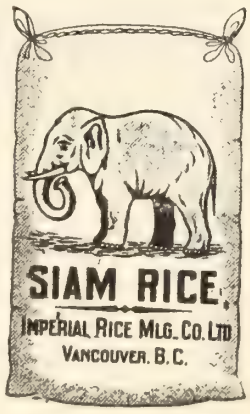
Canada Food Board License No. 14-167

AGENTS—**The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** J. T. Price & Co. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

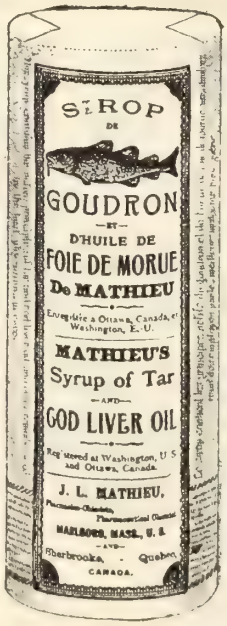
Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.



Colds, Grippe, and Pneumonia are drags on your business. Ailing customers are not good buyers. You can make them fit by selling them Mathieu's Syrup of Tar and Cod Liver Oil.

Mathieu's Syrup of Tar and Cod Liver Oil is a remedy that has a wide reputation. Its effective curative powers are recognized. The dealer who suggests it will sell it.

The virtue of this remedy is that it gives you an opportunity to serve your customers in a way that will be greatly appreciated. Send for a trial order and start this profitable extra business.

Order to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - - QUEBEC

The Last Lap

The season is nearly over and some lines are very, very scarce. On account of unforseen difficulties shipments of many goods have been delayed. The most serious case is that of Raisins. Box and labor shortage coupled with lack of cars have made conditions that will result in not anything like enough of this fruit for the regular Holiday requirements. In fact, this season has been the worst for delays and slow arrival of goods that we have ever experienced. Not even when the war was in full blast was it anything like as bad. Patience will be required more that at any other time. Our future orders will be filled as fast as goods come along and will be divided so that as large a distribution as possible can be made.

For Immediate We Offer :--

California Valencias - -	25s	21
Choice Smyrna Figs -	30s	19½
Fancy Locoum Figs - -	2⅕lb	67½ Box
Esmeralda Spanish Figs -	22s	19½
No. 1 California Walnuts - -		39½
Hallowee Dates, Boxes about 60 lb.		19

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

First California Navels

Arrived To-day

Quality and color perfect

Malaga Grapes

New Raisins

New Nuts

Place your Xmas Orders with us.

WHITE & CO.

Limited

TORONTO, ONT.

TEA LEAD

(Best Incorrodible)

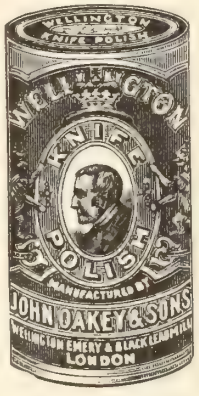
Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C.. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTRAEAL.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
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Sankey & Manson, 839 Beatty Street, Vancouver.

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Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

OLIVE OIL

PRICES ARE ADVANCING

ORDER NOW

"Purity" Italian Olive Oil
"Pasco" Spanish Olive Oil

Quality Guaranteed

P. Pastene & Co. Limited

340 St. Antoine St. Montreal, Que.

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

THEY STOP THE LEAKS

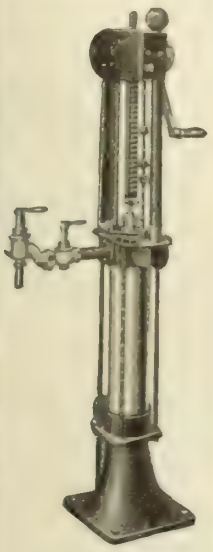
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

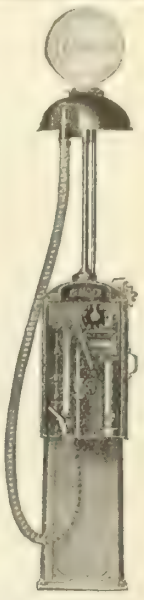
BOWSER ESTABLISHED 1885 **Oil Storage Outfits**

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly waiting—Makes your profits sure. *Write us.*

S. F. BOWSER COMPANY, Ltd.
66-68 Fraser Ave., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP

KING GEORGE'S NAVY

CHEWING TOBACCO

is extensively advertised to the consumer

And consequently there is a growing demand everywhere for this delightfully satisfying "Chew."

Its quality makes a steady customer of the most critical veteran.

A trial display will show you what real tobacco sales are like.

And every sale rings up a good, big profit.

Rock City Tobacco Co., Ltd.

Sani-Flush

(TRADE MARK REGISTERED)

The Closet Bowl Cleaner

The effect of ***Sani-Flush*** on a stained and incrusted water-closet is sensational. It is therefore not surprising that users recommend ***Sani-Flush*** to their friends.

Each package of ***Sani-Flush*** sells others. The more you sell the easier it is to sell more.

Give your jobber an order for ***Sani-Flush*** and place the goods where they can be seen. That will start sales.

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul Street
TORONTO, ONT.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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So Good In Holiday Dainties!

Mapleine

The Golden Flavor

Delicious in puddings and pudding sauces—in fruit and nut cakes, frostings, dainty desserts.

It makes such good maple-tasting home-made candies.

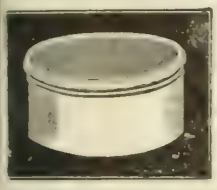
There's nothing better on crisp, brown waffles than Mapleine Syrup—instantly made at a 50% saving.

Do you have a good stock on hand? If not, order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-490

BUYERS' MARKET GUIDE
Latest Editorial Market News



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Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
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J. E. TURTON, Board of Trade Building, Montreal.

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St. (Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Shuman Pricing Outfits
for
Groceterias and Stores which price-mark their goods—we have the right system.
For full particulars write:
Store Helps Manufacturing Company
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and
Calgary, Alberta.

Olivier's Cream Toffee
5 cent bars

O.K.—Almond—Cocoanut
The finest made

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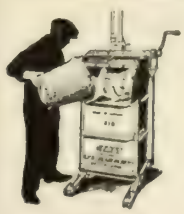
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

SHORTAGE OF RAISINS IS VERY ACUTE

The scarcity of raisins this week has been so pronounced as to cause considerable concern to a great many merchants. At a time when they are badly needed for the Christmas trade, the shortage is being keenly felt. Some wholesalers are absolutely without supplies, but a jobber who handles the largest percentage of raisins coming to Toronto, told "Canadian Grocer" that he had three cars rolling and this should partially relieve the situation. Prices have advanced and 24c is asked for Thompson's seedless and 21 and 22c for the seedless packets. There does not seem to be any doubt but that raisins will be very scarce in the New Year as well. There is a tremendous demand for them at the Coast.

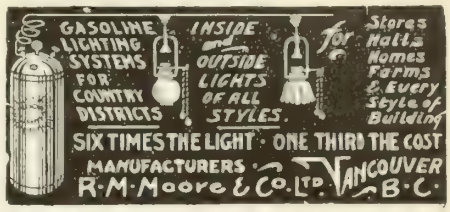


CLIMAX PAPER BALERS
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc

---

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than $35,000. Box 774, Canadian Grocer, 143 University Ave., Toronto.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

AGENCIES WANTED

WANTED—AGENCY OF SPECIALTIES FOR Quebec city and district. Best connections and references. Reply to G. A. Vandry, 28 St. Joseph St., Quebec.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

GOOD LONDON HOUSE CAN SELL CANNED goods and seeks agency for United Kingdom. E. Richards & Co., 20, Bucklersbury, London, E.C. 4.

AGENCY WANTED—FOR QUEBEC AND DISTRICT. Box 768, Canadian Grocer, 153 University Ave., Toronto, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the best clerks in the Canadian grocery trade because reading CANADIAN GROCER is a test of the clerk's interest in his business.

MARGARINE EXPERT

A FIRST-CLASS, THOROUGHLY SCIENTIFIC and practically trained margarine expert wants situation. About 25 years' experience with leading factories in Denmark, England, Holland and Sweden. For particulars write as soon as possible to Margarine Expert, care of this paper. Only a first-class situation will be considered. Box 776, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED

AGENCIES FOR

Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.

Area: Guiana and West Indies

A. H. ROBERTS

GEORGETOWN - DEMERARA

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE — GENERAL STORE BUSINESS. Stock $20,000, turnover, $75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

FOR SALE GROCERY STOCK AND FIXtures, about $4,000; annual turnover about $40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

1,000 ADVERTISING HEADLINES AND show card suggestions—a book of 32 pages full of live, snappy sentences for advertising headlines or show cards. Secure yours early and use it for your Christmas advertisements and show cards. Price $1.00. Ad. Specialty, Box 419, Antigonish, N.S.

FOR SALE—GOOD STORE BUSINESS IN ONE of the finest spots interior of British Columbia; stock about $15,000; premises may be bought or rented. Cash required for stock; terms arranged for fixtures and premises. Turnover from forty to forty-five thousand. This amount easily increased by owner's personal attention. Reason for selling, other interests requiring owner's attention. Write Box 772, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MERchandise for sale. Stock and fixtures between $5,000 and $6,000; buildings, $1,800. Town in the centre of a good farming district. Annual turnover $35,000. Good chance for right man. Apply to Bengle Bros., McGregor, Ont.

WANTED—SITUATION AS CLERK IN GROcery and general store. Six years' experience. Can commence at once, or would buy small business if right location. Box 782, Canadian Grocer, 143 University Ave., Toronto.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Opportunities are offered every month on this page.

Are you making use of them?

RID OF RATS

The only non-poisonous Rat and Mouse exterminator in the world . . . . . .

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.

BERG & BEARD MFG. Co., Inc.,
100 Emerson Place, Brooklyn, N.Y.

"This is my big seller"

Say dealers everywhere who are handling Quality Rolled Oats.

YOU can make it yours, Mr. Grocer, and your most profitable one at that. Just recommend this Big Red and Blue package to your customers. Every sale you make is a guarantee of steady repeat orders and profits, that are very attractive.

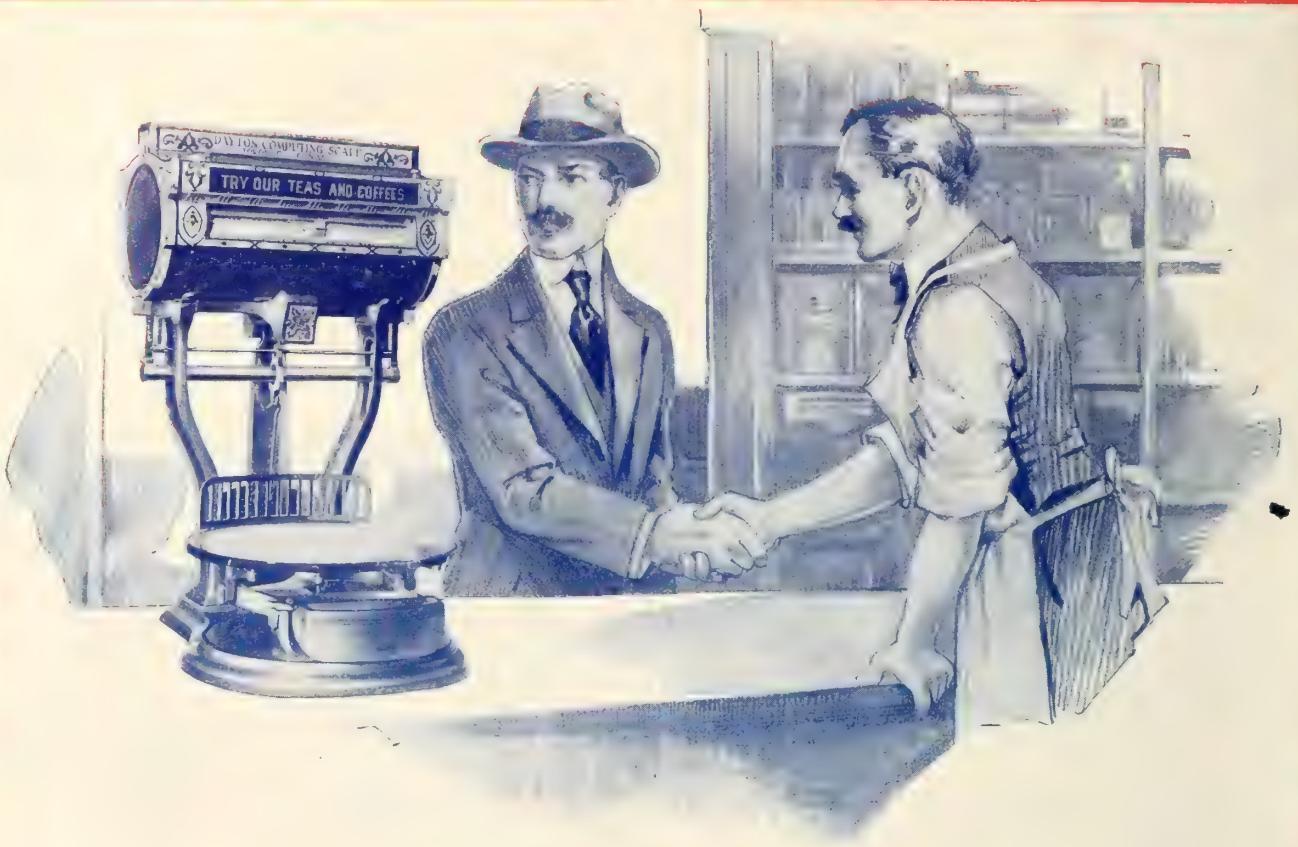
The delicious nut-like flavor—the semi-cooked, thinly rolled flakes that cook so quickly and the big, striking moth and air-proof heavy cardboard package are all strong selling points for making sales. Immediate delivery.

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flour.

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.



Dayton Salesman —"Good day, Mr. Brown, I see your new Dayton Scale has arrived."

Mr. Brown (Grocer)—"Yes, it's right here—I can already see it's a money-saver and it certainly helps me give faster service."

Dayton Salesman —"Any complaints?"

Mr. Brown (Grocer)—"Absolutely none—except you should have made me buy it years ago."

Dayton Salesman —"How about that Dayton Cheese Cutter and Dayton Silent Meat Slicer you need?"

Mr. Brown (Grocer)—"Say, I'll come down and see them to-night. If they're Daytons they must be right!"

Don't you wish you had a handsome new Dayton to help you with your Christmas rush? Moral: Don't be caught another holiday season without a full Dayton money-saving equipment. Write for Catalogue.

Dayton Computing Scales

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Also makers of International Time Recorders and Hollerith Electric Tabulators

CHRISTMAS NUMBER

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 19, 1919 No. 51

Welch's

QUALITY FRUIT JAMS

Profits are multiplied by volume—and volume is built on value giving

WELCH Quality Fruit Jams in 15 ounce glass jars can be sold at 40c and 45c and pay the retailer a handsome profit. At the same time, they are extraordinary value to the consumer, and that is what will build volume of sales.

Welch's Grapelade, Peachlade, Plumlade, Fruitlade (Grape-Raspberry) and Fruitlade (Grape-Black Currant) are all made by the new Welch methods and are smoother, richer and finer in flavor than any jams you ever tasted. Peachlade is golden light in color and shredded fine. Plumlade contains no pits or skins. Fruitlade (Grape-Raspberry) has less than one-third the seeds of ordinary raspberry jam. Fruitlade (Grape-Black Currant) has no seeds, skins or "blow."

All leading jobbers are selling Welch Quality Fruit Jams in cases of 24—15 oz. jars and 4 lb. pails, 12 to the case. Grapelade is also sold in 9 oz. tumblers and in 3 sizes of tins. Please place your order as soon as possible to guarantee delivery.

Permit, Est. 27.

The Welch Co., Limited, St. Catharines, Ontario

O-Cedar Polish

"In Season" EVERY SEASON

The modern housewife needs O-Cedar Products every day. Their sale is therefore a steady one—and dealers appreciate this all-year-'round O-Cedar demand.

True, O-Cedar Polish and the O-Cedar Polish Mop are especially in demand at House-Cleaning Time, in Spring and Fall—but not a week goes by in the average modern home, without some use being found for these practical household helps.

Nearly every home has now replaced the heavy carpets of older days with smaller rugs—leaving a border of painted or varnished floor—and floors need dusting and polishing more often than furniture.

Many a housewife looking for an easier, better way of dusting than the old back-breaking methods of reaching and stooping, knows of O-Cedar through our Advertising—but does not know that you sell it. **You should let her know it.**

Give O-Cedar Products a prominent place in your store; display them attractively in your windows; suggest their use to your customers—and you will sell them in such quantities as to make the O-Cedar line one of the most profitable that you stock.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

CANADIAN GROCER published every Friday. Yearly subscription rates $2.00. Entered as second-class matter at Post Office, Ottawa, and as second class matter July 21, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's Greetings

Merry Christmas

To **BORDEN** dealers everywhere we send our heartiest wishes for a Merry, Merry Christmas and our sincere thanks for your valued patronage.

May the New Year bring **YOU** increased prosperity and health and **US** the continuance of past cordial relations.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

The House of Quality

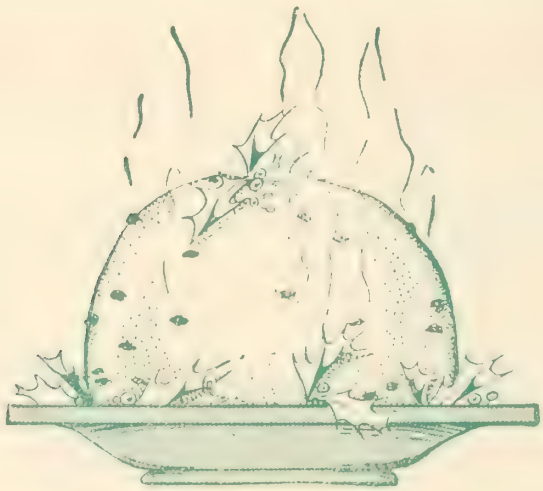
—The Firm for Service—

Established 1861

Greetings

May this Christmastide be brimful of joy and cheer and may the New Year be one of unusual prosperity and good health.

We take this means to extend to all our customers and friends our appreciation of their past patronage — and pleasant business relations.



Hugh Walker & Son

Guelph, Ontario

TO THE TORONTO COFFEE INTERESTS

We are pleased to announce to the Toronto Coffee Roasters and Grinders that the

Lind Brokerage Company

49 Wellington St. East

have been appointed our Toronto Brokers and are daily posted by wire on all New York coffee exchange fluctuations.

J. ARON & COMPANY, Inc.

Importers COFFEE *Exporters*

New York, Chicago — New Orleans, San Francisco — Santos, Brazil, London, Eng.

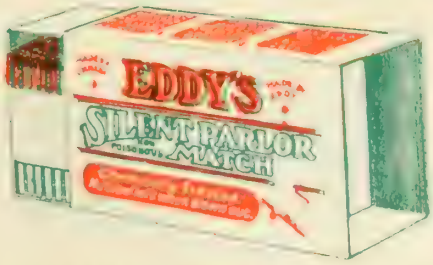
Canadian Representatives:

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg
Henry M. Wylie, Halifax
Alex. F. Tytler, London
R. M. Griffin, Hamilton
Lind Brokerage Co., Toronto

Montreal Representation Solicited.

Sincerely wishing you a
Merry Christmas
and a Bright and
Prosperous New Year

Anchor Cap & Closure Corporation
OF CANADA, LIMITED
50 Dovercourt Road, Toronto



Eddy's Silent 5 Matches

A Merry Christmas

We wish you all a Joyous Christmas and a New Year full to overflowing with health and prosperity.

THE E. B. EDDY COMPANY, LIMITED,
HULL, Canada

EDDY

ESTABLISHED A.D. 1851.

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

A Christmas Message

MAY the Christmas be deeply joyful and may the New Year usher in prosperity, health and new business in abundance.

We are looking forward to the continuance of our pleasant business relations in the New Year with those merchants who have profited well by selling our products—and to those who have never tried our goods we invite you to place a small sample order. One trial will convince you of their superior selling qualities and excellent profits.

The IXL Spice and Coffee Mills, Limited
London, Ont.

1920

PROSPERITY

FEW are the years which have seen events of more far-reaching consequence than those of the past twelve months. Rarely indeed has there been greater cause than now to cry, "Merry Christmas"!

That the commercial trials and mental strain of not only one, but five years, may shortly be but a memory, and that even by means of these a path has been laid to greater attainment and prosperity in the years to come—is our wish, this Christmas of Peace and Victory, to each and every one of our friends and customers, to whom we once more extend the age-old greeting—

A Merry Christmas
And
A Happy New Year!

Laporte Martin, Limitee
MONTREAL

A Merry Xmas

to our many patrons—those numerous friends who through their loyalty and goodwill, have made possible for us a profitable business year, we take this means to wish you in all sincerity the greetings of the season.

New 1919 season grown Shelled Walnuts are Due for delivery this week.

W. G. Patrick & Co., Limited

Importers

Toronto
Montreal
Winnipeg
New York
Halifax

A Merry Christmas
and
A Happy New Year!

Here's our heartiest wish for you and yours---

May this Christmas see the fulfillment of your fondest hopes—your most cherished desires and may the New Year bring you unbounded joy and prosperity.

We'd like to hear
Some word of Cheer
From you,
But what's the use,
We know you'll toast our health
With Marsh Grape Juice.

The Marsh Grape Juice Company

NIAGARA FALLS, ONTARIO

Agents : MacLaren Imperial Cheese Co., Ltd., Toronto and Montreal

SELECTORS FOR QUEBEC, MARITIME PROVINCES AND ONTARIO

Christmas Greetings

We sincerely thank our many friends for their expressions of goodwill during the past year and wish them a Merry Christmas and a New Year abundant with prosperity and health.

THOMAS KINNEAR & CO.

TORONTO

PETERBOROUGH GALT

National favorites !

A Merry Christmas
and a Happy and
Prosperous New Year

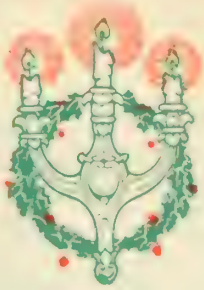
NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED, REGINA

We Wish You
A Joyous Yuletide

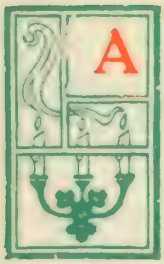
and a Happy and Prosperous New Year

That is our Season's Greetings to every member of the
Canadian Grocery Trade.

C. H. GRANT CO. MANUFACTURERS AGENTS WINNIPEG



Greetings

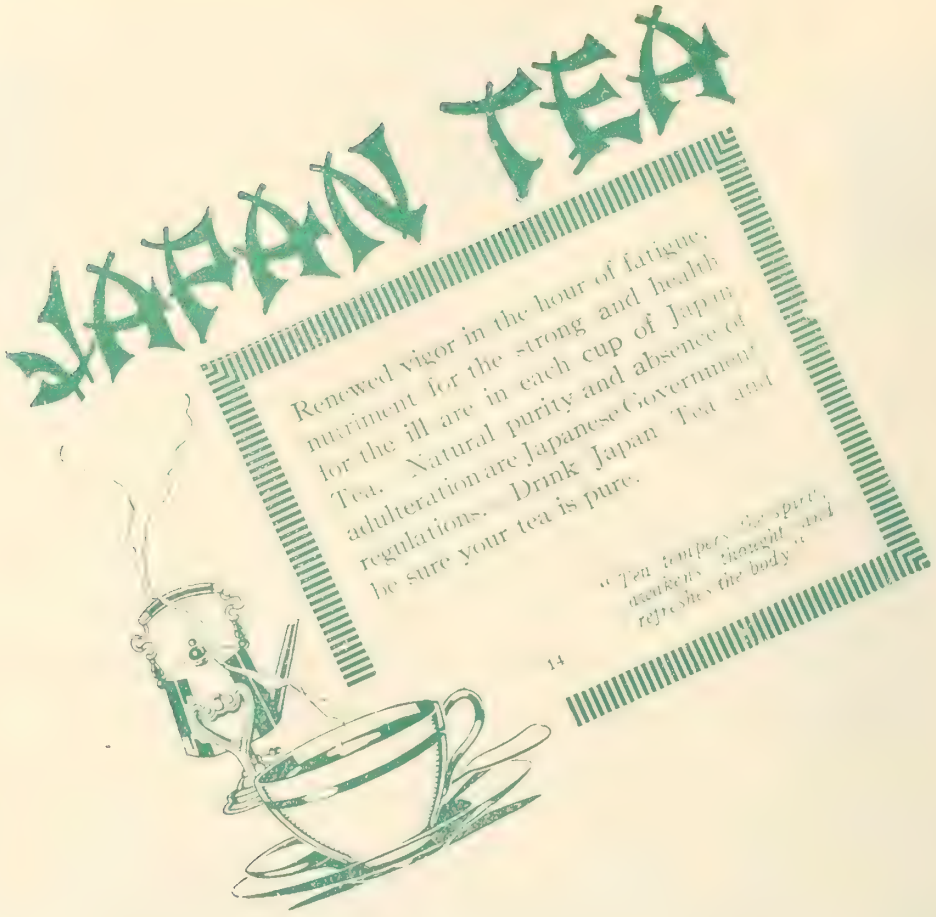


MERRY CHRISTMAS to each and every one of our multitude of patrons and friends and a sincere wish for a Happy, Healthy and Prosperous New Year.

We thank you for your kind co-operation and valued patronage of the past year and sincerely hope that Malcolm "All-Canadian Milk Products" will again have the opportunity of making your New Year even more profitable than before.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO


JAPAN TEA
Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

As a Grocer's selling certainty it would be hard to surpass such a big favorite as Japan Tea.

Consumer advertising, such as shown above, has introduced Japan Tea to thousands of homes where its own inimitable goodness has won the lasting approval of critical people.

Are you selling it?

Do You Turn Over Your Money Every Week,

or do your goods lie on your shelves for six months or more?

McCormick's
Jersey Cream Sodas

are rapid sellers, and therefore a profitable line for the merchant.
Rapid selling goods must have the quality.
The public must know that they have the quality.
Therefore our "Sales Policy" is Quality, Publicity, Service.

The McCormick Manufacturing Co., Limited
LONDON, CANADA

BRANCHES: MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY, PORT ARTHUR, ST. JOHN, N. B.

Merry Xmas

to all our

Customers and Friends

in Canada

May 1920 abound

in

Happiness

and Prosperity

Walter Christmas, Manager

Montreal Nut and Brokerage

Montreal

Wishing You
a
Merry Christmas
and
Happy New Year

Oake & Wyman
Halifax
For Nova Scotia

Baird & Peters
St. John
For New Brunswick

A. G. Snowdon
Montreal
For Quebec

S. H. Moore & Co.
Toronto
For Ontario

Mason & Hickey
Winnipeg
For Western Canada

Distributors for

THE CANADA NUT COMPANY
VANCOUVER, B. C.

W. CLARK,
LIMITED
MONTREAL

Extend a hearty Xmas Greeting to their many friends and wish them a bumper year in 1920.

A Merry Christmas!

We send you our heartiest wishes for a Merry, Merry Christmas and a New Year of increased prosperity, good health and happiness.

For your patronage and pleasant relations during this fading year we thank you and express our earnest wish for its continuance in 1920.

Furnivall-New, Limited

HAMILTON

AGENTS:—Ontario—Macaren Imperia. Cheese Co., Ltd., Toronto; H. J. Skyes, 336 Elgin St., Ottawa, Ont. **Montreal**—George Hodge & Sons, Ltd. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffith. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co. Ltd. **Winnipeg**—A. D. Norman, Scott Block.

1919 1920

SEVENTY-EIGHT YEARS IN BUSINESS

To our numerous
Customers and Friends
we wish

A Merry Xmas

And

Most Prosperous

New Year

A continuance of our
good relations more than ever.

L. CHAPUT, FILS & CIE, Limitee

Wholesale Grocers, Importers and Manufacturers

MONTREAL

ESTABLISHED IN 1842

GOOD BREAD

The flour that makes the quality bread,—that gives more bread than any other flour—the baker's favorite is

Fleur de Lis Flour

White and Pure as the Lily

Made from the choicest Canadian wheat. It is particularly rich in gluten which gives to the bread that fine, elastic, delicate texture so much appreciated by everybody.

Whether you do your baking by hand or mechanically, it will give you quantity, quality and profit.

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

ST. LAWRENCE FLOUR MILLS CO., Limited.
MONTREAL

Fleur de Lis Flour

WE SHOW OUR ABSOLUTE CONFIDENCE in the high quality of our **"FLEUR DE LIS"** Flour by extending our advertising to every newspaper in the Province of Quebec.

The advertisement which we reproduce above will cover the entire field and will create a large demand for this quality flour which makes the best bread and gives more bread than any other flour.

Are you in a position to meet the demand? How is your stock? We are ready to fill your orders.

On sale everywhere in 98 lbs. bags and in 98 and 196 lbs. barrels

St. Lawrence Flour Mills Co., Limited

Montreal

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto

MANITOBA, SASKATCHEWAN, and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

We extend our best wishes
to all our friends and customers
for a Merry Christmas
and a
Happy and Prosperous New Year

Hudon, Hebert & Company
LIMITED

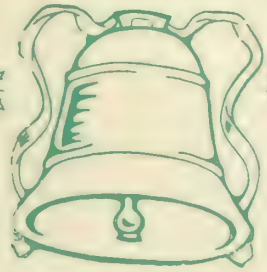
To Our Trade

A Merry Christmas and A Happy New Year

SALTESEA CUSTOMERS have been happy all this year and another year opens in 1920 for further happiness and success by pleasing your trade with the best. Our new prices will add to your prosperity.

The Oceanic Oyster Co. of Canada
Limited
Montreal

A Merry Christmas



Greetings

From Your White Swan Friends

We beg to thank our friends in the trade for their generous patronage which has resulted in the magnificent increase of over 80% in our business this year. We feel that this result is largely due to the loyalty of our old friends, and that of our new ones, made this year, and hope to merit the continuance of it by our best efforts on your behalf. We take this opportunity of extending our good wishes for the season, which we are unable to express to you personally, and trust the coming year will bring you increased health, wealth, and prosperity.

Yours very sincerely,

C. M. WRENSHALL
F. W. ARNOLD
GEORGE MANNING
J. A. L. DESAULNIERS
A. R. RUTHERFORD
[illegible] BELL
ALEXANDER MACDONALD
J. B. HARKER
LEO LETELLIER
JOHN McMECHAN
H. W. HARE
E. W. BRYANT

White Swan Spices and Cereals, Limited

TORONTO, CANADA

The Value of the Personal Follow-Up

TO tell a story to over 532,000 people in Western Canada every week and to have this enormous number do the buying for the family is our part of a campaign to help you keep the "Biscuits in the Striped Package" moving from your shelves.

Then comes your part—the dealers' co-operation. A prominent display, a timely suggestion, a hint on your Bulletin Board would act as the effective follow-up to our efforts.

The quality of the "Striped Package" biscuits is a source of pride to us and will be the means of marking your store, in your customers' estimation, a store of reliability and quality goods.

To our many friends we desire to extend the best and sincerest wishes of the season and unlimited prosperity for 1920.

The North-West Biscuit Co., Limited

Regina
Saskatoon

Edmonton,
Alberta

Calgary
Vancouver

TEES AND PERSSE LIMITED

MANUFACTURERS AGENT

Here Since 1884

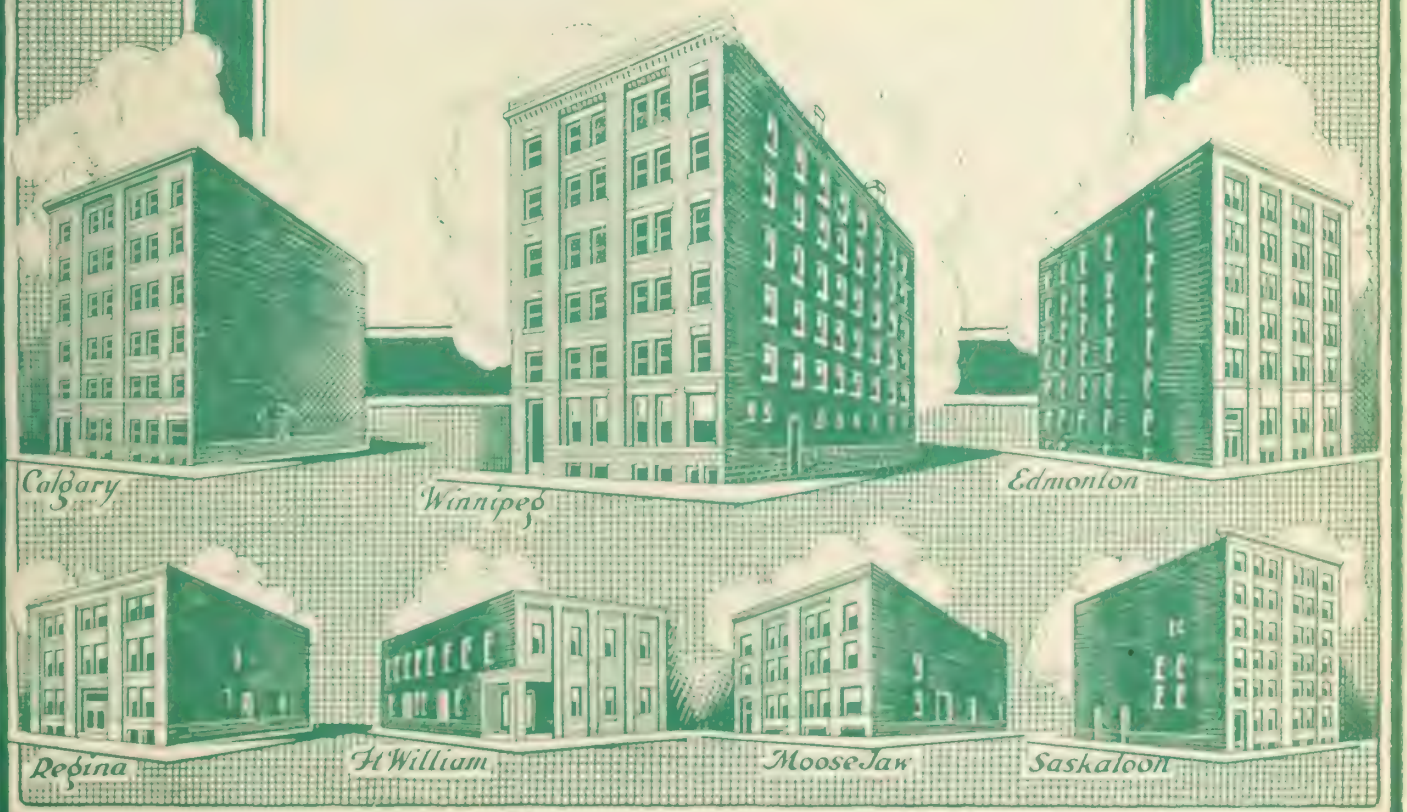
"From the Great Lakes to the Rockies."

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Winnipeg - - Man.

Fort William Regina Moose Jaw
Saskatoon Calgary Edmonton



SUCCESSFUL GROCER WANTED

ONE who is now making good money and doing a good volume of business; who knows the trade thoroughly; who knows the information merchants and clerks want regarding the various lines they are selling and who feels he could sell advertising for *Canadian Grocer.*

Apply first by letter stating age, experience, salary expected, etc.

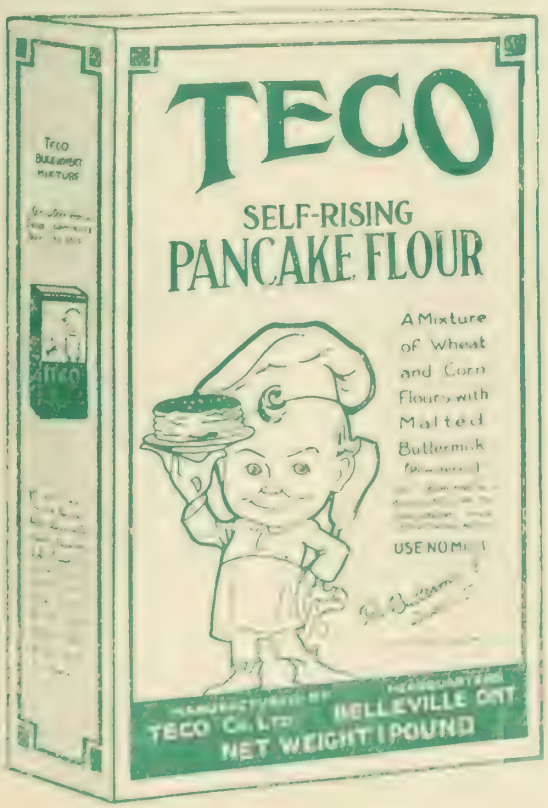
The Manager,
CANADIAN GROCER,
153 University Ave., Toronto

The "TECO CHAP" Makes His Bow to Canadians

TECO
PANCAKE FLOUR

opens up a big avenue of sales, through grocery stores, which has, as yet, been practically untouched in Canada. Teco Pancake Flour is now made in our own mills at Belleville, Ontario.

Teco Flour has an enormous sale in the States where it is heavily advertised in the leading women's magazines. Such papers as Ladies' Home Journal, Good Housekeeping, Woman's Home Companion have a wide circulation in Canada. Your customers are already familiar with the Teco package and the "Teco Chap," the bright little fellow who distinguishes Teco Flour and makes people ask for it by the trade name. Teco Flour will be advertised in Canadian publications —commencing at once and continuing throughout the year.



USE NO MILK

The Buttermilk Does it

It's in the Flour

Teco Flour is different from other Pancake Flours because it has one unique ingredient—***powdered malted buttermilk*** That is what gives the appetizing flavor to Teco Pancakes. It adds to the food value, too, and makes them an easily digested food.

Your jobber has Teco Pancake Flour in stock—order a case (30 packages) to-day.

These brokers are distributing Teco Flour to the trade:

H. D. Marshall—Ottawa, Montreal, Quebec.

W. G. Patrick Co., Limited—Toronto and Western Ontario.

Kent Brokerage Company, Winnipeg.

The Teco Co., Limited
Belleville, Ont.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

MANUFACTURERS AND IMPORTERS, JOBBERS OF LACES, EMBROIDERIES, ETC.

Please give me the following information: Manufacturers or importers, jobbers of laces and embroideries, dry goods specials, also sales book manufacturing company. James F. Bennett, 10210 102nd Ave., Edmonton, Alta.

Answer: Laces.—Belding, Paul, Corticelli, Ltd., 185 Shearer, Montreal; Corticelli, Ltd., 79 Wellington St. W., Toronto, Ont.; Corticelli, Ltd., McDermott and King Sts., Winnipeg, Man.; Gaults, Ltd., Arthur, Bannatyne and King Sts., Winnipeg; Mikado Co., 33 Melinda St., Toronto, Ont.; Novelties, Ltd., 100 Wellington West, Toronto, Ont.

Embroideries.—Art Swiss Embroidery Co., 287 St. Urbain, Montreal; Art Embroidery Co., 380 Adelaide West, Toronto; High Grade Embroidery Co., 352 Adelaide St. W., Toronto, Ont.; H. P. Ritchie & Co., 38 Clifford, Toronto, Ont.; Trimming and Embroidery Co., 442 King St. W., Toronto, Ont.; Watson Embroidery Co., 18 Dundas St. W., Toronto.

Dry Goods Specialties.—Manitoba Jobbing Company, 913-921 Main St., Winnipeg; R. W. Faber, 286 Bannatyne, Winnipeg, Man.; Ontario Manufacturers' Supply Co., 382 Adelaide St. W., Toronto; Will P. White, Ltd., 65 Simcoe St., Toronto, Ont.

Sales Books.—F. N. Burt Co, Toronto, Ont.; Dominion Register Co., Ltd., Toronto; H. T. Reason & Co., London, Ont.

CONFECTIONERY MONTHLY

Will you kindly let me know if you publish a Confectioners' Monthly, or who does? H. E. Clarke, St. John, N.B.

Answer.—"Baker & Confectioner," published by Acton Publishing Co., Queen St. West, Toronto, Ont.

LIST OF BOOK STORES

Where can I get a list of the names of all the book stores, or dealers in books in Canada? J. H., Antigonish, N.S.

Answer.—Such a list can be secured from the Might Directories, Ltd., Church St., Toronto, Ont.

GROCER DELIVERY SLEIGHS

Please give the following information: Manufacturers of grocers' delivery sleighs. Argyle Grocery, Sydney, C.B.

Answer.—J. B. Armstrong Mfg. Co., Guelph, Ont.; Brantford Carriage Co., Brantford, Ont.; Canada Carriage Co., Brockville, Ont.; Heney Carriage & Harness Co., Montreal; McLaughlin Carriage Co., Oshawa, Ont.; Tudhope Carriage Co., Orillia, Ont.; Geo. Campbell & Sons, Sackville, N.B.; Lewis Carriage Works, Winnipeg, Man.

MANUFACTURERS OF SHOW CASES

Can you give us the names of show case manufacturers? Sutton & Williams, Forestburg, Alta.

Answer.—Thos. Lewis Arnett, Souris, Man.; Ontario Case and Fixture Co., 20 Beverley St., Toronto; Cameron & Campbell, 578 Queen St. E., Toronto; Canada Show Case, 819 King St. W., Toronto; Walker Bin and Store Fixture Co., Kitchener, Ont.

ARROWROOT HANDLERS

As a subscriber, kindly answer if you know of any firm or representative of any firm selling arrowroot, wholesale, stock or for import. "Puritas" Ltd., 17 St. Dominique St., Quebec, Que.

Answer.—We would refer you to Wallace Anderson Grocery, Gooderham Bldg., Toronto. They handle all arrowroot in Canada.

THE HARVARD SYSTEM

W. J. Rahn, c/o Gregory, Greek & Co., Parry Sound, Ont. How can I obtain a bulletin of the Harvard Bureau of Business Research?

Answer.—Apply The Harvard Bureau of Business Research, Cambridge, Mass., enclosing necessary charge. The bulletins dealing with the grocery trade are: No. 3, Harvard System of Accounts for Retail Grocers, 50c; No. 13, Management Problems in Retail Grocery Store, $1.00.

RE INCOME TAX

Please give us full information re Income Tax? H. O. Kirkham & Co., Fort St., Victoria, B.C.

Answer.—Complete information can be obtained from the office of the Commissioner of Taxation at Ottawa. In brief, the details of the tax as amended by the latest legislation, is as follows:

In the case of unmarried persons and widowers without children there is an exemption of $1,000; from this to $1,500 the tax is 2 per cent.; from this amount and up to incomes of $6,000 there is a tax of 4 per cent. Over $6,000 in addition to this tax there is a supertax of an additional 2 per cent. up to $10,000; 5 per cent. from ten to twenty thousand; and 8 per cent. from twenty to thirty thousand, and advancing in a similar manner from then on.

In the case of married persons or widowers with dependent children, the total exemption is on $2,000; from that to $3,000 the tax is 2 per cent.; from $3,000 to $6,000 the tax is 4 per cent.; above this amount the supertax above noted applies. There is also in both instances, in addition to the above, a surtax on incomes in excess of $6,000, but not exceeding $10,000, five per cent. of the normal tax and supertax payable thereon.

In excess of $10,000, but less than $100,000, 10 per cent. of the normal tax and supertax payable thereon, and so on in a gradually mounting scale as the income increases.

There is a general exemption in addition to the $2,000, of $200 for each child under 16 years of age who is dependent on the taxpayer.

Corporations and joint stock companies are not liable for the supertax or surtax, but in place of the 4 per cent. tax on incomes of over $3,000, the charge on such companies shall be 6 per cent.

HANDLERS OF CANADIAN BEANS

I would appreciate very much if you could let me have the names of a few dealers handling Canadian beans. Andre Lapresle, Box 515, Haileybury, Ont.

Answer.—We would refer you to the following firms handling Canadian beans: W. H. Millman & Sons, Toronto, Ont.; White Swan Spices & Cereals Co., 156 Pearl St., Toronto; Hugh Walker & Son, Guelph, Ont.; Higgins & Burke, Front St. East, Toronto; H. P. Eckardt & Co., Toronto, Ont.; White & Co., Church and Front, Toronto, Ont.; Bowes Co., Toronto, Ont; Morris Cereal Co., Toronto, Ont.; Jos. Ward & Co., Place Youville, Montreal; Robert Crooks Co., St. Sacrament St., Montreal; Levisons Ltd., St. Nicholas Bldg., Montreal.

ONTARIO AGENTS SQUIRREL BRAND

Please advise me Ontario agent for Squirrel brand peanut butter advertised in CANADIAN GROCER. Fred Newman, Picton, Ont.

Answer.—S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

13,290 Chests of Tea*

looks like big business but, when we tell you that this quantity (1,329,084 lbs.) represents THE INCREASE ALONE in "SALADA" sales for the first eleven months of this year over the same period last year, you surely cannot fail to hear that public demand!

"SALADA"

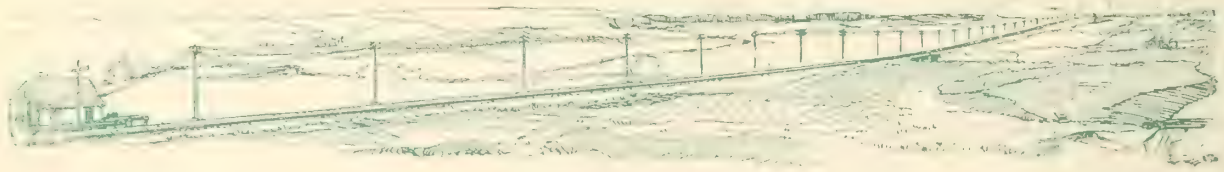
* 100 pounds NET each.

EL ROI-TAN

A Merry Christmas

Once more we extend to our friends and patrons the Season's Greetings. May the New Year bring you increased prosperity—we know that it will if you continue to sell "El Roi-Tan" Cigars in 1920.

PERFECT CIGAR



The Start of the Line!

The other day a long-up new Sherer Food Container was uncrated by Uncle John and put into his old grocery store at a cross-roads town away up in Michigan.

The Sherer Food Container rubbed the cinders of travel out of his eyes, took a look at the dirty boxes and barrels standing around, and then—as he spied a strange-looking fixture at the other end of the store, exclaimed:

"Hey, you antique, you look like a *good* start at something! *What are you?* and how did you get up in this neck of the woods?"

"Well, Mr. Sherer," replied the antique, ("for I see you're Mr. Sherer Food Container), it's a wonder you don't know your own kin! I'm your progenitor! I'm your own grandfather! *I'm the first Sherer Counter!* If it hadn't been for me, Mr. Food Container, you wouldn't be here with all your fine looks and improvements!"

The Start in 1893

"You don't say so," answered Mr. Sherer Food Container. *"You—my* grandfather? Beg pardon! Glad to come across the old gentleman I've heard tell of so often down in our factory! But say—when you started our line you sure started a good thing. Did you know there's almost 100,000 of your descendants living to-day?"

"Well, well, well! You don't tell! 100,000 in 25 years! You see I've been up in these woods nigh onto that time and you're my first grandson I ever see! 100,000 of you—my, what a blessing to Grocers and Housewives!"

A Radical Change in 1895

"Put her there—Mr. Ancestor!"—Mr. Sherer Food Container replied. "My apologies for all my rough language! You sure were the *best* counter *then*—just as I'm the best counter *now!* You kept out *most* of the dirt; also the *rats* and the *mice* and the *cats* and the *dogs* and the *flies* and the *soiled hands* of the *samples.* And I've put on a 'glass front,' and I silently advertise the Grocer that owns me and save him big money to boot! Oh yes—most of the up-to-date Grocers have already caught on! And I'll soon be in the stores of the *whole bunch.* They all just *have to have us!* Some of them own two or three of us. Did you know we are thinking of changing our name to the *indispensable* Sherer?******" And then the two counters, the old and the new, snuggled up to each other, and chuckled, and talked about how one *grew out of the other*—as is shown by the photographs on the side of the page.

The 1898 Evolution

And if you, Mr. Grocer, are one who realizes that the growth of this counter has been going on all these years while you were asleep, *you will wake up* and sign the coupon below—and know from experience how *indispensable* a Sherer Food Container *really is!*

Sherer-Gillett Company, Ltd., Guelph, Ontario

The Up-to-date Sherer Food Container

The Sherer-Gillett Company, Ltd.
Guelph, Ontario.

Gentlemen:—Please send me without obligation your Catalog 57.

Remarks:

Individual Name

Firm or Co.

Street

City

Take Advantage of Our Publicity

Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

AN OLD FAVORITE IN WESTERN CANADA

JACKSON'S WAX FLOOR POLISH

As made by T. S. JACKSON & SONS, London, England, since 1853

After [illegible] years of [illegible] Western Canada as "Jackson's Wax Floor Polish" attracting the [illegible] and [illegible] to [illegible] entries. A few of the [illegible] of Jackson's Wax Floor Polish may be described as follows:—

It is the best.
It is largely composed of Genuine Beeswax and consequently more lasting and economical.
It shows a [illegible] which makes Floor Wax worth enthusiastic handling.
It will give your customers perfect satisfaction at a lower price.
It will increase your Floor Polish sales.
IT IS BRITISH.
It is put up in very attractive tins in sizes varying from 2 oz. to 14 lbs.

Your Wholesaler has it. Ask him for it, or write to SOLE AGENT IN CENTRAL CANADA

F. MANLEY, 42 SYLVESTER-WILSON BUILDING, WINNIPEG

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Colman's DSF Mustard
Keen's DSF Mustard
Colman's Bull's Head Blue
Keen's Oxford Blue
Robinson's 'Patent' Barley
Robinson's 'Patent' Groats
ALL WORLD BEATERS

Merry Christmas to all Our Customers and Friends

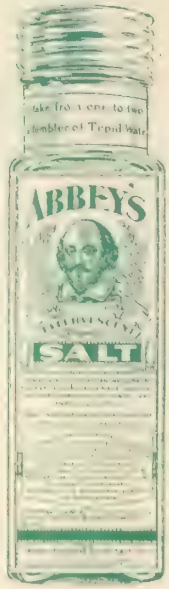
may the New Year be the most prosperous in the history of your business.

J. & J. COLMAN, LIMITED
with which is incorporated
KEEN, ROBINSON & CO., LIMITED
London, England

Magor, Son & Co., Limited
191 St. Paul St. W., Montreal
30 Church St., Toronto

Abbey's EFFERVESCENT SALT
Makes Life WORTH LIVING

extends to all its good friends, in the trade, warmest thanks for their hearty co-operation and best wishes for continued health and prosperity in 1920.



The Abbey Effervescent Salt Co., Montreal

CANADIAN GROCER

Vol. XXXIII. TORONTO, DECEMBER 19, 1919 No. 51

CANADIAN GROCER WISHES ALL ITS

READERS A VERY HAPPY CHRISTMAS

Good Reason for a Merry Christmas

WITH the coming of the present Christmas season the Merchant has more than usual cause for cheerfulness and thanksgiving. The dread years of war are over. That was the fact last Christmas, but the war months were so near and its trials well remembered and the future so uncertain, that the merchant was inclined to rejoice with trembling. There were a multitude of croakers about in the land, who could see nothing but calamity in the future, who foresaw an immediate era of hard times, with men out of work, with prices slumping, with credits bad, and failure abroad in the land. There are even yet such croakers. Even with the most prosperous Christmas season in decades at hand, there are still a few who are chanting calamity. CANADIAN GROCER *has not joined this chorus in the past, and it sees less than ever any reason for joining it now. Business conditions were never better. The needs of the world, that spells business, were never more pronounced than now. Men are employed at good wages, with no indication of change in these conditions.*

There is reason then for thanksgiving at this Christmas time, for the merchant may enjoy his good fortune with no shadow of impending trouble to mar the pleasure of the Christmas season. He is facing an era of generous days and there is no reason why he should not hold his head high.

High Exchange Affects Foodstuffs

Discount on Canadian Money is Now at Record Figure and Imports in Food Lines Reflect Situation—Shipments Are Also Delayed by Freight Congestion in U.S.A.

A factor that is entering into the higher cost of certain foodstuffs that are brought in from the United States is the abnormal rate of exchange that is prevailing at the present time. The figure at which Canadian money is discounted in the United States reached a record last week, when New York funds sold up to 11 per cent. Just now the grocery trade is affected very considerably, for the reason that large consignments of Southern fruits, vegetables and nuts, etc., are being brought in for the Christmas trade. This abnormal condition of exchange has meant slightly stronger prices on some lines this week. Shipments of oranges, lemons and grapefruit have been very heavy, and there has been a tremendous demand for them. Consignments of nuts have been greatly delayed, and all coming through New York are affected by the exchange situation, to the extent of a cent or two cents per pound here. Produce dealers, too, who are bringing in eggs from the United States, told CANADIAN GROCER this week that the strong position of New York funds was adding to the cost of importation. While many of the imports in foodstuffs from the United States are so-called luxuries, it is during the Christmas season that they are particularly in demand, and imports are larger just now than is usual.

The railway situation in the United States, importers here state, is very bad at present, and this fact is operating against the speedy delivery of goods. Delays in transportation is largely responsible for the shortage of raisins, although there is a very heavy inquiry for them at the Coast. One wholesale grocer, however, told of a shipment of raisins that should have been here weeks ago, that is still on the way. Consignments of various commodities are being held up in the States, because of congested freights. An importer of shelled almonds stated that he had had goods arrive in New York home time ago, but had been unable to get them through as yet.

WINDOWS HELP SELL GOODS

Hancock & Co., West Main Street, Galt, Ont., Says That Window Displays Have Been the Biggest Factor in Building His Business—Gets a Lot of Catch Trade

"WINDOW displays have built my business," spoke F. Hancock, of Hancock & Co., West Main street, Galt, Ont. This store is so situated as to catch all the employees of some of the largest factories in Galt. They have to pass Hancock & Co.'s store going to and from their work, and Mr. Hancock has certainly made the most of his opportunity. He has only been in business a few years, and he states that it has grown tremendously in a comparatively short time. He now employs a staff of three clerks.

Always Asks "What Else?"

"I cater to a lot of catch trade," Mr. Hancock told a representative of CANADIAN GROCER on the occasion of a recent visit. "Get them coming to your store," he added, "and if it appeals to them, you have them for steady customers. The power of display in building up a grocery business is one of the strongest factors to be considered. Arranging goods attractively in the window has meant a great deal to me. People certainly notice them, and in nine cases out of ten will come in and buy what you are showing. I never make a practice of saying to purchasers, "Is that all?" Both my staff and myself always ask "What else?" If it is flour a woman is buying, I mention a whole list of things, required by the average householder in baking. It invariably results in sales being made."

A Christmas Display

Just at the time of the visit of the CANADIAN GROCER man, Mr. Hancock was displaying goods for Christmas, such as raisins, currants, peels, etc. It was the opportune time to sell these lines, and he believed in getting them started early. By showing them in the window and suggesting them, these goods were moving rapidly. Recently he had a window display of a certain brand of unfermented wine. Sales at the time were very gratifying, but Mr. Hancock's idea in putting it in the window was more to let people know he had it, anticipating a heavy demand for it during the week or ten days preceding Christmas.

Near the Theatre

Another circumstance associated with the situation of his store that Mr. Hancock plays up in his scheme to increase business is the fact that he is situated quite near the downtown theatre. While he is not open in the evenings after half past six, he keeps the lights on in the windows, and people are bound to notice his display. On more than one occasion, the advantages of following such a plan have been proved by the new customers it has brought to the store.

COUGH DROPS MUST BEAR REVENUE STAMPS

Whether in Bulk or Package are Considered as a Proprietary Medicine and Require 1c Stamp.

Ottawa, Dec. 11. — "Cough drops," tablets sold for the relief of coughs, sore throats, etc., are a medicine, despite the fact that they are sometimes sold in bulk the same as candy, according to the ruling of the Inland Revenue Department, and as such must bear the correct amount of war tax stamps upon each package sold. Other articles, such as camphorated chalk, come under a similar ruling.

The attention of several Ottawa druggists was called to this ruling by a commercial traveller during the week, and in some cases they are said to have expressed surprise, as some of them had been treating the "cough drops" sold in bulk as more of a candy than a medicine.

George W. Taylor, Assistant Deputy Minister of Inland Revenue, stated recently that this was not a new ruling of the department. On November 1, 1917, twenty thousand copies of a pamphlet were distributed among all the known druggists in Canada, and on page six of that pamphlet it was stated that "cough drops" and other similar medicated articles were classed as patent medicines, and as such were subject to the war tax.

The war tax for all such item is one cent for every 25 cents' value or fraction thereof.

Business Falls Off When Advertising Ceases

Peter Hutchison, of Bracebridge, Ont., Attributes His Success to Steady Advertising

THE moment the merchant stops his advertisement in his town paper, that moment business begins to fall off. The foregoing statement was that of Peter Hutchison, who has for many years successfully conducted a grocery business in Bracebridge, Ont. Mr. Hutchison believes in advertising, and is most emphatic in his assertion that the man in business who does not advertise is losing money. Too often he has seen direct results from the advertisements he uses from week to week in the two Bracebridge papers, to be convinced otherwise. "On the other hand," remarked Mr. Hutchison to CANADIAN GROCER, "I have found that when I neglected to change my advertisement, there was a difference, and people noted the fact, reminding me of it. I find the farmers in the surrounding community look for my ad. in the local papers every week, and when they come to town on Saturday, they are largely guided by it in their purchases. It is the only way I have of successfully telling the people from the country what I have to offer in the way of specials, and people having once accustomed themselves to reading the ads., do so, from week to week, with as much interest as the newsiest item in the paper. Years of experience in business has convinced me that the money I have spent on advertising has been well spent, and I have received, in actual returns, many times the amount of the outlay."

Make the Copy Timely

Mr. Hutchison believes that much of the success of advertising depends on the attractive layout and timely character of the matter. Consequently, he pays particular attention to this feature, as the accompanying advertisements that he has used will indicate. "I make my advertisements seasonable," he told the CANADIAN GROCER representative, "otherwise, I don't think people would read them as they do." Early in August, just before the preserving and pickling season gained any pronounced degree of activity, Mr. Hutchison began pushing the sales of fruit sealers and rubber rings, and the various spices and vinegar. He utilized his advertising space for this purpose largely, and specifically told his public what he had in these lines, and what he was selling them at. Consequently, the majority of customers knew when they came into the store what they would have to pay for them, and Mr. Hutchison was of the opinion that this facilitated the sale of them.

Sells Car of Potatoes in Three Weeks

Actual instances where his advertisements have brought direct business are not lacking in Mr. Hutchison's experience. He told CANADIAN GROCER of several cases where the results were ample proof of the value of advertising. Inserting an advertisement in the papers last Fall, something to this effect:

"WE HAVE JUST RECEIVED A CAR OF POTATOES. ORDER AT ONCE. WE WILL SELL FOR QUICK TURN-OVER AT ———"

"It was at a time when potatoes were reported to be scarce, and I secured this car from Saskatchewan," Mr. Hutchison stated. "I sold the entire lot within three weeks, and I know I would not have done so if I had not advertised them."

Boosts Sale of Fish

While during the summer of 1919 Mr. Hutchison did not handle fish on a very large scale, because of the scarcity of ice, his business in fish in the summer of 1918 amounted to half a ton a week. Of course the Government campaign, to get the people to eat fish in order to conserve meat, helped the sale to some extent, but on his own behalf Mr. Hutchison boosted the sale of it, through his weekly advertisements, making special offers, and by always having fresh supplies on hand.

"Make the copy timely and tell the people what you have to offer and the price of it," says Pete Hutchison.

Created Mail Order Business

One of the striking features in connection with Mr. Hutchison's campaign in advertising, is the mail order business he has created with all the surrounding country. Week after week, he told CANADIAN GROCER, he received letters telling him the writers had seen his advertisements in the paper, and enclosing an order for the goods advertised; and invariably for other lines as well. This is one of the direct results, he states, of mentioning prices in the advertisement; that is, really telling the public what you have to sell, and the price of it.

Through the advertising columns of the town papers, Mr. Hutchison has also built up a tremendous business in seed in the Spring and Fall months. Each autumn he buys large quantities of seed, and he is able to successfully compete with the large city houses in this regard. Just as soon as the season opens, he starts to advertise, with the direct intention of talking to the farmers, in order to get their seed. He is able to buy, and sell, under the figures of the larger centres. This is largely due to the fact of the geographical position of Bracebridge; but he goes right after the business through a campaign of advertising.

Keen Interest in Civic Affairs

Apart from the demands of his business, Mr. Hutchison has found time to take an active interest in the civic life of his town, and has played a big part in bringing it to its present thriving and enterprising state. He has filled practically every position in the gift of the people to offer him. He has, through more than one term, filled the mayor's chair, having previously been a member of the Town Council and the Board of Education. He has also been President of the Board of Trade, and at the present time sits on the Electric Light and Water Commission. There is in Bracebridge, possibly more than in most places, a fine spirit of a "pull together" character among the grocers, at the same time not eliminating a friendly rivalry. It is not unusual, in the fruit season, for the grocers of Bracebridge to club together and buy a car of fruit, or to purchase a car of sugar. There is an early closing by-law, to which all strictly adhere. Mr. Hutchison is a prime mover in all measures for the benefit of the trade.

The Story of Tapioca

Some Interesting Information Regarding the Growth and Manufacture of an Important Commodity of the Grocery Store

Article I of Series

PROBABLY very few grocers, and certainly very few of the grocers' customers, know anything about tapioca, what it looks like in its native state, how it is made, or where it comes from. Tapioca actually grows underground like the potato, at least the root from which the tapioca is grown so grows, for tapioca is made from the roots of the tapioca plant. This plant goes under numerous names in various parts of the world. The botanical name is Manihot, but it also bears such names as cassava, cassada, manipot, manioca, mandioca, and many others.

The native home of tapioca is Brazil and, to a limited extent, it is also produced in Porto Rico, Jamaica and Trinidad. However, on account of cheaper labor in the East its cultivation was begun there and has developed until by far the greatest part of the world's supply comes from the Straits Settlements and Java. It will be as found in these latter places that the growth and processes of manufacture will be described.

The Tapioca Plant

The tapioca plant is from four to eight feet in height. It usually consists of one straight, woody stalk which may be from an inch to an inch and one-half in diameter at the base. From this stalk, branch large skeleton leaves with long, slender stems. None of this portion above ground enters into our food product. The only use to which the stalk is put is to cut it up into pieces of from six to eight inches in length to be used in planting for a new crop. These cuttings are merely inserted in the ground to a depth of from one to two inches and thereafter require but little attention until the crop is ready to harvest, which is a matter of from twelve to eighteen months after planting.

Looks Like Sweet Potato

The part of the plant below ground is that which is utilized for the production of tapioca. This consists of one or more tubers somewhat resembling our sweet potato, although usually much larger in size, some single tubers occasionally weighing as much as twenty to twenty-five pounds.

Cleaning and Grinding

The work of digging these tubers is done by natives, the instrument used being an extremely crude sort of hoe. As soon as they are dug the roots are carried to the mill, where they are thrown into a washer. This consists of a large, horizontal cylinder, built of wooden slats and slightly inclined toward one end, and so hung that the lower part of it, as it is made to revolve, is submerged in a tank of water. Into the higher end of this, as it turns slowly, the tubers are thrown and are gradually tumbled through the water, passing out of the lower end quite thoroughly washed. In dropping out of the washer, the tubers fall on a carrying belt, which transfers them to the grinder, consisting of two cylindrical rasps, revolving toward each other. Into this grinder a steady stream of clear water is kept flowing, and, as the root is thoroughly crushed, it is washed into pipes or troughs, conducting this mixture to sieves, which separate the pure tapioca starch from the wood and fibre of the root.

With this article CANADIAN GROCER begins a series of brief informative articles dealing with the origin, growth, preparation and distribution of many of the important products of the grocery store. There are few of these commodities that have not an interesting story, and this information should be of value to the merchant and his clerks.

The Process of Manufacture

These sieves are round and inclined slightly toward one end. There are usually two such sieves which revolve toward each other. Into these also, streams of water are continually flowing, and as they turn slowly the fine, pure starch is washed down through and is caught beneath in a large vat or pan. The wood and fibre are expelled at the lower end as waste matter. The fine starch mixed with water is drawn from the receiving pans to shallow vats where the starch is allowed to settle and the water is drawn off.

From the settling vats the starch is transferred to deeper tanks, more water is added, and the mixture agitated by a power paddle. During this process the particles of dirt, which are heavier than the starch, gradually settle out. When the washing process is complete the water is again drained off. After the starch is comparatively dry it is taken out of the tank in cakes or blocks and the bottom layer of from two to four inches containing the dirt is cut off.

These blocks of moist tapioca are broken up into pieces and cooked in iron basins under a wood fire. In each of these basins is placed five or six pounds of damp starch, which is at first stirred vigorously to prevent burning. The tapioca remains in this basin for about five minutes, and is heated to a high temperature. Next it is placed in shallow pans over a slow wood fire and here allowed to remain until thoroughly dried. It is then ready to be bagged for shipment, and in this form is the flake tapioca found on the market to-day.

Ordinary pearl tapioca is made in a similar way, except that instead of being broken up into irregular pieces it is rolled into spherical form before it is baked. A good deal of the pearl tapioca is made in small quantities by natives.

Prices of Jams Are Advanced

Higher Quotations on All Jams Are Immediately Effective—Market is Very Strong and Demand is Heavy—Sugar Situation Strengthens Jam Values

HIGHER prices have been named on jams, and they are immediately effective, although some of the wholesalers have not yet advanced their stocks, but any new buying must necessarily be at the new levels. The retail trade will be well advised to buy now, where possible, at the old quotations, as there is an extremely heavy demand for all jams, and the probability is that the inquiry will be greater than the supply. It is certain that at the beginning of the new year there will be no jams to buy at anything but the prices now being announced. Wholesalers and dealers generally state that there is a heavier demand this fall and winter for jams than ever before, the principal reason for the same being the sugar scarcity that was so acute when the preserving season was at its height last summer. People are buying jams much earlier than is usually the case, because of the fact that they have no preserved fruits. The demand for the canned fruits is also very strong. The likelihood is that next year prices of

(Continued from page 46)

Special Lines Help Store Sales

BUSINESS is built more readily on novelty lines than on staples. J. D. Lowery, Gerrard St. E., Toronto, has found both candy and cigars useful agents in encouraging other trade. People have called to get the candy their friends recommended and thus the store is introduced. The wife who buys candies is the more ready for a suggestion that she purchase a cigar for her husband. A method of introducing better grade cigars.

J. D. LOWERY, 1426 Gerrard Street East, believes firmly in going after business.

"When I took over this store some time ago, I found trade very slow," he said. "There are several first-class grocery stores in the neighborhood, and, naturally, a new man had a hard, uphill path to travel. Of course, I did not despair of 'making the grade' in time, but I wanted quick results.

"In looking over the stock, I found I had a quantity of tobacco and cigars, and the usual line of confectionery carried by the average grocery.

"Now there are an unusual number of young people in the neighborhood to whom a good quality of confectionery would appeal.

"I put in a high-grade line, ranging in price from 70 cents a lb. and up, and when people came in to buy the cheaper lines, I called their attention to this other article.

"Very soon I had a big demand for the higher-priced stuff. I watched my stock carefully, and made a point of always having it fresh. 'If you don't like this bring it back, and I'll refund your money,' I used to say in the early days. I have never had a box returned, nor have any of my customers ever found fault with the quality. On the contrary, people have come here to buy on the recommendation of friends. 'So-and-so says your candies are great,' is the way an order is frequently prefaced. To-day, my candy sales average $150 per week."

"When I came in, —— cigar was a very good seller. It is cheap, but a good line for the money, and seldom did anyone ask for any other kind.

"Ladies, while buying at the grocery or candy counter, often reacted favorably to the suggestion that the men of the family might appreciate a few cigars; and in selling to either men or women I generally slipped in one or more—depending on the size of the purchase—cigars of a better quality.

"As a result, people began to inquire for 'that odd cigar you put in the package I bought here the other day.' In this way, a demand for this higher-priced cigar has been established. To-day, my tobacco sales average $80 per week, with every indication that the 'peak' is not yet.

"You see, these two items above are providing a very fair return," concluded Mr. Lowery. "And my grocery trade? Well, it averages pretty fair with the others. Mahomet went to the mountain, didn't he? We people who want business have to pursue the same course."

The A. J. Carroll store, Lindsay, Ont., arranged the unique Thanksgiving window displayed above. The realistic looking turkeys that are eyeing the chopping block with such concern are made out of crepe paper. The background of the window is made of sheaves of grain that make a very appropriate setting; pumpkins and maple leaves were also used to give it a Thanksgiving tone. The window was used to display a variety of canned fruit and pickles as well as a goodly assortment of fresh fruit. James Robinson, of the store's staff, was the window dresser.

How I Take My Annual Inventory

Methods Adopted by Montreal Grocer to Make the Toilsome Task as Easy as Possible

By JOHN CARSWELL

THE subject of stock-taking has always held its terrors for me. The very mention of the word spells continuous days of toil, worry and anxiety, as there is so much to be done in preparing for this event, that is, if the work is to be thoroughly and accurately done. Unless this is the ideal set in front of you, it is far better that it should be left alone, as nothing but accuracy will answer, when one is endeavoring to arrive at a satisfactory conclusion with regard to his financial standing, or rather that of his business. This should be the case no matter how small or how large one's business may happen to be, for the principle holds good in either case.

Planning Ahead

In my own case, I always fix the actual date on which the inventory is to be written up. (I usually take stock twice a year). I begin by marking out the work fully a month before hand, and we make a start by grouping everything together in our cellar and store-room, keeping a sharp eye on the actual conditions of the various goods, so that if it should happen that anything is out of order when the day of writing up the stock arrives, the real value of the goods will be noted. In this way one is in a position of knowing clearly and correctly the value of the stock.

At this time, or rather just before it, I take care to buy as little as possible from the wholesaler, so that it makes it easier for my assistants to carry out their part of the work properly.

Everything should have a label placed on it showing the contents of the receptacle in each case, and marginal space left, so that in the interval, if anything is taken from stock, it may be noted accordingly. Thus, by the time stock-taking day arrives, everything outside and within the store is in good shape in the writing up of stock.

Exercising Care

Usually, I begin early in the morning and go through everything carefully myself, writing down the goods in my stock book, and placing the amount and the value of the goods in the proper columns, at the same time. In the evening, after the store is closed, we proceed in earnest at writing down everything in the store, great care and system being taken so that no small corners are being missed. This might mean quite a considerable loss in the final total, if not carefully checked up.

I always begin right in one corner of the store, close to the front, and go over the stock shelf by shelf, beginning at the top shelf and going right through to the back, then beginning at the shelf beneath at the rear end and working towards the front, and then from front to back again. The goods in the higher shelves have been gone over a day or two previously and ticketed, so that they will only have to be checked, and then all the bins and drawers below shelves are taken. In connection with these drawers and with shelves and boxes, etc., it is a good idea to have the tare on the outside of the package. If this is noted on each, it does away with removing goods from the receptacle or container.

Following this the goods on the floor of the store and counters are taken in, and it might be mentioned that I take the windows first, and take them separately.

Making the Entries

In entering goods in the stock book, it is a good idea to have sections of each portion of the store recorded separately, for the convenience of reference later, or, in case of fire or burglary. It might be necessary to check up for any one of the foregoing reasons at any time, and this separate recording of various parts of the stock would thus be of value.

The work of actual stocktaking does not mean, by any means, that the work is over. There remains much office work to be done, and this should be tackled right away. Of course, it is always assumed that books are posted right up to date, or as nearly as possible. All work of finding the amount of ledger accounts will have been done and these recorded.

Great care ought to be taken with regard to the exact amount of cash on hand and in the bank, it being fully verified right away, so as to avoid any error.

Once all the data of the wholesale and retail ledgers is ascertained, the work of making extensions of the stock can be proceeded with, a little more leisurely, and all the work leading up to your final balance is done at one's own convenience. Naturally, one wishes to get through with the various work as rapidly as possible, as there is a natural anxiety to ascertain the result.

The aim is, of course, that every article should be priced at the amount it would cost to purchase at time of stock-taking, and always allowing for discounts where they are allowed.

Is the Wholesaler Competing With Manufacturer?

"Printers' Ink" Draws Some Conclusions From the Changed Selling Policy of a Large Soap Concern—Are the Conclusions Correct?

THE change in the selling policy of Procter & Gamble in going over the wholesaler and reaching the trade with their own travellers, is a change of so definite a nature that it is worthy of serious consideration. "Printer's Ink," an important American publication, deals in a serious vein with the change in its editorial page, "Are the Deductions They Make Justified by the Conditions that Exist Here as Well as in the United States?"

The announcement is made that, hereafter, in New England, the Procter & Gamble Company will sell its soaps, washing powders and other products direct to retailers.

Some years ago, when Procter & Gamble took similar action in the metropolitan New York district, the statement was made by more than one interested observer that it was only a matter of time before the policy, then adopted, would be extended to other parts of the country. It looks now, as though these men knew what they were talking about.

No claim is made that the change in the company's sales policy is made because Procter & Gamble regard the jobber as a burden or because of a belief that the new plan is more economical than the old one. "The company is merely trying to attend to its own competition rather than trust to the jobbers," the announcement reads. Exactly what this means is not easily explained, but "Printers' Ink" is of the opinion that it means a good deal. As broad-minded and intelligently-managed an industrial enterprise as the Procter & Gamble Company would not cut loose from the jobber if it did not believe it was wise to do so.

If "Printers' Inks'," understanding of the situation is correct the wholesale grocers of the country are in a rather unenviable position. That the vast majority of them serve a useful purpose is not open to argument. But it is a fact that many of them, instead of co-operating with their natural allies, the manufacturers, are actually competing with them. Not only do many wholesale

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Now For an Intelligent Reckoning

Inventory Season the Time to be Honest With Yourself—How Shall We Take the Inventory?—On Pricing Our Stocks

By HENRY JOHNSON, Jr.

WAS that a fine business you had for Christmas? It was! Why, we were on the jump from morning until night, and such slathers of fine goods going out—well, let me say that if there is anybody suffering for want of money you'd never think it to see the way folks bought fine goods regardless!

That is the way we all feel at this season. And we are glad, too that it is over, that we can relax a little and catch a new breath. For things have been a bit slow since the big rush. Slow, did you say? Yes, and they will be slow for fully as many days as they were fast before the holiday. Which is something to set us thinking quite seriously.

Come to think of it, things always are slow for fully as many days right after Christmas as they were brisk before. And that evokes the further question: Are there not far too many slow days during the year? Is there not too much leisure and waste time? Are there not far too many days during the year when we do not work to nearly capacity?

That is the other side of it. It sets us into a "brown study," whatever that may be. We get to a point of doubting whether after all our year is going to pan out quite so well as our enthusiasm over the Christmas business led us to expect.

Now the Time for Brass Tacks.

Well, now is the time to get down to earth and find out. We must know just where we stand compared with last year. And if the record is to be any use to us at all, we must not only be straight and honest with ourselves, but we must lean over backward to be CERTAIN that we have not overstated a thing.

The foundation of all our reckoning must be our inventory and that must be taken on the most solid and most conservative lines. Seems like a job to be dreaded, such a big task to undertake and push through. But it comes only once a year and no real merchant could rest easy who had not taken account of things at the beginning of each year. So maybe we better set aside next Sunday—the Sunday between Christmas and New Year—as the one Sunday in the year when everybody in shop shall work. That is the best time, for then everything is at a standstill and the work can be done rapidly and more accurately than at any other time. If it has been planned for through a careful arrangement of stock, the work of listing the store proper can be done in four or five hours. Then by pitching in early Monday morning with one gang down cellar and another upstairs, the remainder can be listed even before the real day's work is upon us.

Henry Johnson. Jr.

The work can be done, too, on Tuesday night. If things are all set on Monday and Tuesday with that end in view, the reserve stocks can be taken during Tuesday, for business will not be very brisk, and the store can be taken after supper with the work completed by around 11 or 11.30. Then there will be the next day of hustling work, followed by the holiday of complete rets. It is no hardship for anybody if it is planned out right.

Now to Take the Inventory

Accuracy always is the keynote of inventorying. The object is to ascertain, beyond the slightest doubt or reasonable question, just what merchandise and other things you have. The count must be right. Nothing else will do. Where it is necessary to estimate, like when we have a barrel of molasses partly used, the estimate must be conservative. If it looks like somewhere between 15 and 20 gallons, put it down at 15. Get on teh inside always where there is doubt. Otherwise, where it is possible to weigh or count, get down the exact amount of saleable goods. If there are damaged items, put them in below the sound ones, indicating, as nearly as you can, what they are worth.

These are rules always to be observed; but if ever there was a time when one should be extra conservative, that time is right now. Things have been advancing rather steadily for a long time. Men have become a little liberal, sometime reckless, about ordering. They have felt that everything was "a safe buy" until now they are loaded up heavily. Almost every grocer to-day owns four or five times the coffee he should have; and nothing is "good property" which does not turn normally. Coffee has the disadvantage that it deteriorates steadily. And there are plenty of other things in the same category.

Now, I am not going to prophesy that things are due for a slump. It is always foolish to prophesy and right now it is absolutely superfluous, for one mighty cogent reason—this:

Loss and Shrinkage There Already!

That on such goods as you have in excess of normal current requirements, you have sustained the loss already, regardless of the market! Get that? Every day you keep goods on hand costs money. Therefore, any goods you hold beyond the normal time of turnover have piled up against them an abnormal expense. When this extends beyond a certain very narrow limit, your loss is just bound to exceed any advantage that can possibly accrue from what you like to call "good buying."

There is, as a matter of fact, just ONE kind of good buying. That is underbuying. That makes for the quick turn, and the quick turn is the whole law and profits in retailing.

So there is no use trying to sidestep the fact that excess stocks stand you a loss; that the loss is there now, whether you admit it or not. So we need not speculate on what the market is going to do in that connection.

But we can think this way: The unexpected happens daily. In face of an insistent world demand for food fats, certain varieties very recently took a serious slump in one day, and sagged further later on. True, they recovered, but the incident shows how foolish it is to try to peer into the future and trade on it. The safe way is to trade on to-day's goods to-day.

How Shall We Price Our Stocks

All these factors influence the value of your stock on hand. If you have coffee enough to cover your normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value, and 75 per cent. would be better. Such facing of plain facts may cause you to slow up on liberal buying for a long time. If you slow up as a permanent habit you will make more real money out of your business!

These are hints at how to price your goods. How far you will go on other lines depends on your own circumstances and environment; but a hint or two from some very successful people always must be of value.

In one very big Chicago jobbing house the practice is this way: In case of goods which have advanced since they were purchased, the value is put in on original cost. Where goods have declined since they were bought they are priced on the basis of replacement costs. This, you see, is working against the stock with a vengeance, but this is done by a very successful concern, and it is

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A REMEDY NEEDED

A GROCER of St. Catharines, Ont., was recently fined for selling butter containing too great a percentage of water. The grocer did not contest the case because Government experts had proved that the butter did show an excess of moisture over that permitted by the Pure Food Act. He did contend, however, that the butter had been bought in good faith, and that he believed the farmer from whom it had been purchased had sold it in good faith, that it fell below the standard required was not a fault of intent, but of inability to know whether the product was within the standard or not, because neither the farmer nor the grocer had the necessary equipment to discover the water content.

Doubtless the regulation is a necessary and beneficial one, but it does seem that there should be some way of obviating this evident injustice to the merchant.

ONE KIND OF EVIDENCE

EVERY now and then one gets a glimpse into the depth of human credulity that makes all this unthinking talk of profiteering seem understandable. A citizen writing in the Toronto *Star* recounts his difficulties with getting matches to light. Discussing this matter with friend wife, the following information was contributed to the elucidation of the mystery:

"My wife recalled a remark made by the grocer's delivery boy a few weeks ago when she returned to him a box of matches that were of a make other than the kind she had ordered. He said: 'I'll take them back and bring you the right ones. This kind we get free from the wholesaler, thrown in with an order for such-and-such a quantity of the other make. We sell them all at the same price.'"

There may be some difficulty with matches, or for that matter with any other commodity, but to base the suspicion of conspiracy on the casual conversation of the delivery boy who probably knows little about the subject under discussion is bolstering a fact with very shaky evidence.

DO YOU EVER DO THIS?

THE writer had occasion to step into a meat shop in a large Canadian city a few days ago, and while there noted the evident disregard of the salesmen in serving several women customers. It was quite evident that the store closed at six o'clock, but of this fact at least two of the prospective customers were not aware. No meat was shown in the front part of a large refrigerator and the three or four white-aproned salesmen were hurrying around in a very definite manner.

The writer observed one woman making a purchase of two different kinds of meat, and these being wrapped up by the salesman who waited upon her, when she made a request to have one piece taken out and wrapped separately. This the salesman did, but in such a way as to show that he was not pleased with the request of the buyer. He made no remark, and did not need to make any, for it was evident just how he felt.

In another instance one of the salesmen, waiting upon another lady was asked for about two pounds of meat. The man thereupon cut off a piece and it weighed three and a half pounds. She then repeated that she would like two pounds, and he proceeded to cut off what would be about the desired quantity, but using about the same type of manner as that shown by the previous clerk. In both cases the writer felt that this was going the limit.

There is truly a moral to be drawn from such an attitude upon the part of salesmen, and especially in a time when 20th Century methods are prevailing all over the continent. It would seem that there was no excuse for serving patrons this way. The customer of to-day who buys 50c worth may buy $5.00 worth to-morrow: courtesy pays, even though there be cranks who must be served.

ARE WE SAINTS OR SINNERS?

THE persistent perusal of the pronouncements of the Board of Commerce leave one with a profound uncertainty as to whether the trade of the country is at the mercy of a crowd of crafty, profiteering pirates, or is being served by men who, taking

it by and large, are trying to give good service under abnormal conditions at no more than a just profit.

Consider these two pronouncements for instance:

Judge Robson, chairman of the Board of Commerce, in the course of investigations recently held at Winnipeg, is reported as follows:

"I want to tell you that the only thing that prevents rampant profiteering from going on in this country is the fact that this Board of Commerce is sitting."

From the same city, but dated a day or so later, comes the following official pronouncement of the Board:

"The board is pleased to be able to observe as a result of its preliminary survey of business conditions that, despite high prices prevailing, profiteering, so-called, that is, the taking of unjust profits, is not, in the board's opinion, as common, nor nearly as common, as may have been charged or claimed."

Which are we, saints or sinners? Or is it perhaps that in trying to make us the one or the other, that the Board has missed the real fact that we are just human.

THE REMEDY FOR SCARCITY

THE Toronto *Globe*, that for some years past has had little good to say of the business man or of methods of business, has apparently had a new light, or if not, someone with some knowledge of business conditions must have strayed into the editorial sanctum. The following editorial seems to suggest a return to something like sane thinking on business matters:

"The Board of Commerce raises a perplexing question in protesting against the policy of encouraging the export of Canadian dairy products while 'thousands of children in Canada are being starved for want of milk.' Virtually the Board proposes that milk producers shall be required to take less for milk than they can get in the present open market. Milk prices are raised by the export demand for butter, cheese, and other milk products, and would naturally fall if exports were prohibited or limited, but legislation for this purpose would demand a sacrifice from one class of producers. They would be compelled both to sell and to buy in a restricted market.

"The real remedy lies deeper than a policy of restriction, which, though necessary during the war, can only operate in peace to the detriment of producers and consumers. The world is short of milk, meat, and other essential foods, and will only be fully fed when the supply has increased and shipping facilities are equal to the demands of international trade. Greater production is the only panacea. In Canada we are paying the penalty of the rush to the cities. A larger proportion of the national energy should be applied to the soil. There are too many consumers of food compared with the number who are growing it. If it be true that Canadian children are being under-nourished because milk is scarce, and therefore dear, the situation will not be improved by cutting off profitable markets and discouraging milk production. It is a problem for each community to study with the object of seeing that no children suffer, even if the necessitous cases have to be dealt with at some expense to the public."

Worth While Editorials From Other Papers

AN ERA OF LOW PRICES

"WHAT would be the meaning of an era of low prices? Would it not mean general unemployment, considerable, possibly widespread, distress and poverty, the establishment of soup kitchens, and the formation of bread lines made up of hungry, desperate men?

"At best it would mean insufficient money in working people's hands to buy life's necessities, even if they were obtainable at low prices.

"It would certainly mean distress, general complaint, and the mischief to pay everywhere.

"Now, by contrast, what does an era of high prices, like the present, mean? We see that it means work for everybody that wants to work, no extreme poverty, no soup kitchens, no bread lines, no dire distress, plenty of money with which to buy the necessities, even at high prices, and some money left over.

"We see comfort everywhere, although oftentimes accompanied by grumbling at the high prices of necessities, which grumbling is brought about because the public will not buy economically.

"It is better, for illustration, for a workingman's wife to have twenty-five cents in her pocket with which to buy a can of vegetables at from fifteen to twenty cents that she formerly bought at eight cents to twelve cents than to have only five cents in her pocket to buy an article that is being sold at seven to ten cents.

"Thrift is what the people should learn. Thrift means prosperity for all. Thrift will keep America straight on the road to greater things for the Nation and for the individuals making the Nation. The people should learn to say 'No' and not try to live on a plane twenty-five per cent. above income, whether it be great or small."—*The Canner*, Chicago.

ST. LOUIS GROCERS HAVE NOVEL BUYING PLAN

Merchants of St. Louis, Mo., Combine to Meet Chain Store Competition

The Co-Operative Grocers, an organization fostered by the St. Louis Retail Grocers' Association, was formed recently, its purpose being to buy groceries in large bulk, later to be resold to individual merchants, in order that the average grocer will be in a position to compete with the chain stores.

Under the plan formulated each retail grocer participating in the venture will subscribe $100 to be used as capital. The organization will buy for cash and sell to its members on a strictly cash basis, the object being to get the greatest number of turnovers possible. It is stated by some merchants behind the movement that they expect to turn the stock once every twenty-four hours.

The association has no desire to take the place of the wholesalers, but intends to buy from them, taking advantage of the discounts offered for cash. Merchandise then will be passed on to the individual merchant at cost plus overhead, which it is expected will be quite small.

ASK PROCLAMATION OF EARLY CLOSING BY-LAW

At a meeting of the Toronto grocers' section of the Retail Merchants' Association on Monday evening of this week, a resolution was passed, requesting the Mayor and Board of Control of Toronto to issue a proclamation in regard to the early closing by-law. It was at first decided to have the by-law go into effect on the 12th of December, but it was afterwards felt that this was too short a notice, and on account of the Christmas rush, the date was fixed as the 29th. It was also urged that the closing hour for Saturdays, and nights before a holiday, be set forth as eleven o'clock. The Toronto police commissioners will also be requested to see that all public holidays are observed by the trade, according to statute.

The candidature of T. L. Church for Mayor was also endorsed by the grocers, and the name of Controller McBride was excluded from all support. It is felt that the Retail Merchants' Association generally will co-operate with the grocers. Another meeting of the grocers' section will be held after the nominations have been completed to further consider organized support of certain candidates.

MISINFORMATION REGARDING SUGAR

The Stratford, Ont., Herald of recent date has an editorial entitled "Sugar Extortion," in which it garbles some already-garbled facts that appeared in an issue of the Brooklyn Eagle. The editorial is as follows:

"Fear is expressed that sugar will go to 25 cents a pound in the United States, despite the fact that the new crop of Cuban sugar will soon come in unhampered as to price. The Brooklyn Eagle believes that, though the Cuban crop will end the 'shortage,' man-made extortion will continue. Already, the ridiculous differentiation between Cuban and non-Cuban sugar has made the retailer virtually foot free. Sugar is sugar. One cannot tell the difference between cane from Louisiana, which has votes in Congress, and beet from the West which has also votes in Congress, and Cuban, which has no votes. The notion that wholesale prices could be kept under 10 cents a pound on the Cuban stuff, and run up to 17 or 18 on the products of States with votes, was the initial stupidity, according to the Eagle. The retailer can buy Cuban sugar for 9½ cents under present rules. If he sells it for 20 cents, as non-Cuban sugar, and a complaint is filed, the burden of proof is on the prosecutors. He stands pat on the proposition that what he sold was non-Cuban."

It is quite true that the new Cuban crop, estimated at something like 400,000,000 tons, will soon be available, though not so soon as is implied, because there is only a very limited quantity available before Feb. 1. The Cuban crop will not end the shortage, because, for all the unusually large Cuban crop, that is still subject to unfavorable climatic conditions, and may not produce up to the estimate, there is still a pronounced world-shortage. Already, more than a third of this crop has been sold to European countries that formerly drew their supplies from Germany, Belgium and France, and these European countries are yet tightening their belts and deciding that they will have to materially curtail their sugar consumption. The statement that the retailer can buy Cuban sugar at 9½ cents, if true, is due entirely to the fact that the Government is compelling its sale under cost, as Cuban sugar, at the present, is selling around 8½ cents for raws, f.o.b. Cuba.

NEW EXPORT AND IMPORT FIRM OPENS IN MONTREAL

Beck Brothers & Turner, Limited, have opened an office in Montreal at 207 St. James street. The firm is comprised of R. G. A. Beck, B. W. F. Beck and W. H. Turner.

The firm proposes to engage extensively in the importation of European goods, and lines will be secured from British, Scotch and French manufacturers. Among the manufacturers whose lines have already been secured are the following: Atlas Mfg. Co., tennis rackets and stuffed toys, London, England; Audley Sparrow & Reid & Co., London, Eng.; A. Bradshaw, Nottingham, Eng.; C. H. Collins & Sons, Ltd., Birmingham, Eng.; A. B. Trichton & Co., Dundee, Scotland; Gloucester Pin Mfg. Co., Gloucester, Eng.; Guerault & Lemarihier, Paris, France; Harwood Bros., Liverpool, Eng.; Louis Levrier, Oyonnax, (Ain), France; J. Nicklin & Co., Ltd., Birmingham, Eng.; Rendall & Underwood & Co., Birmingham, Eng.; Solport Bros., Ltd., London, E.C.; Lewis Woolf, Birmingham, Eng.; Jos. Walker, Birmingham, Eng.

While the firm will perhaps do a larger business in import for the immediate present, it is proposed to engage in exporting various Canadian lines from time to time.

Where Does the Retail Grocer Get Off?

THIS is the season of the year when the retail grocer, perhaps to greater extent than any other tradesman, is pestered to death with solicitors who want quantities of groceries for sale at church and other bazaars, etc. He is the goat to such an extent, in some localities, that he is to be sincerely sympathized with.

It does seems that many women, when it comes to a matter of this nature, have absolutely no conception of the idea which they advance—that of getting anywhere from, say $5 to $25 worth of groceries. In fact, trading with a certain grocer, they seem to feel that he, the grocer, is under obligation to supply at last a generous portion of what may be disposed of at the above-mentioned functions. As a case in point, the writer, in speaking a few days ago with an ex-salesman, and who well knows the difficulties of the retail grocer, and whose profits are, all too often, very meagre, was informed that a certain woman, entering the store of her grocer, and being gently reminded by the latter that he would have to draw the line somewhere, threatened to immediately withdraw her custom, were her wishes not met.

The principle adopted in so many parts of the country—that of holding functions of this sort to raise funds for the carrying out of church enterprise—worthy and all as it may be, does seem very wrong. However that may be, it is not proposed to discuss the matter here. It would seem, notwithstanding, that grocers would do well to take a firm stand in the matter, for here is an evil, unless provision be made for it in the estimated overhead charges for the year, which will let the retail grocer "in" for many dollars' loss. It is an imposition which should not be tolerated —not to the extent, in any case, which so frequently obtains.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

John Neville, general merchant, Halls Harbor, N.S., is retiring from business.

Daniel Murray, general merchant, Springhill, N.S., has been succeeded by D. Murray & Co.

Dearborn & Co., Ltd., wholesale grocers and manufacturers of spices, St. John, N.B., suffered recently from fire. The loss was covered by insurance.

Muir Bros. have opened a new branch of their grocery and food business at Stellarton, N.S., in the building formerly occupied by Hattie Bros. The firm now have stores at New Glasgow, Stellarton, Thorburn and Barney's River, N.S.

QUEBEC

Brown & Duncan, grocers, Montreal, have dissolved partnership.

Wm. J. Brown and Harold E. Pugh have registered a partnership.

L. Valiquette, grocer, Fabre, has been succeeded by Alfred Valiquette.

Caldwell & Kelly, general merchants, Shawville, have been succeeded by J. H.

ONTARIO

John Curry, Hamilton, has sold out.

John Currie, grocer, Toronto, has sold to J. M. Tuff.

N. Gordica, Fort William, has sold to J. J. Costi.

W. C. Armstrong, London, has sold to G. B. Clark.

G. Croft, grocer, Toronto, has sold to Robert Walker.

Jennie Little, grocer, Toronto, has sold to Cox Bros.

Wm. Morden, grocer, Chatham, has sold to W. J. Iles.

Geo. Davey & Co., grocers, Toronto, have sold to R. Lawlor.

I. W. Hunter, grocer, London, has sold to A. R. Thrower.

W. H. McGauley, grocer, Blind River, has sold to J. R. Bradbury.

E. Gendron, Cheney Station, has been succeeded by P. Blondin.

A. D. Ferguson, general merchant, Manchester, has sold out.

Andrews Bros., grocers, Toronto, have sold to The Loblaw Stores, Ltd.

Edward W. Knee, grocer, Toronto, has sold to A. Welch & Co.

T. M Brown, general merchant, Belmont, has sold to Frank B. Taylor.

Odelon Desrosiers, general merchant, Sandwich, has sold to J. C. Whitney.

O. Thomas & Co. are opening a grocery business in Chatham.

H. Nicholls, general merchant, Eberts, has sold to A. W. Clapp.

Andrews Bros., grocers, Toronto, have discontinued business.

Hamilton Bros., general merchants, Sioux Lookout, have opened a branch at Grant.

T. M. Brown, general merchant, Belmont, has sold to Frank D. Taylor.

Birkby & Elgie, grocers, Chatham, have sold to Isaac Johnstone.

E. C. Gammage, grocer, Chatham, has sold his Queen Street store to A. E. Snell, and his St. Clair Street store to R. H. Jones.

M. R. Peter, grocer, Ottawa, has sold to McLatchie Bros.

Walter Mitchell, of Collingwood, Ont., has opened a strictly cash grocery on the corner of Hurontario and Sixth Streets.

The Management of the Loblaw Stores, Limited, gave a dinner to their managers at the Ontario Club on Wednesday of this week, December 17.

John A. Sweet, who died recently at his home, 11 Fairview Boulevard, was one of Toronto's oldest grocers, having been in business for 38 years, retiring only three years ago, at the age of 70. His store was in the neighborhood of Queen and Sumach Streets.

The late Mr. Sweet was born at Darlington, Ont., and came to Toronto to engage in business in 1884.

The Loblaw Stores, Limited, have opened a groceteria at 2010½ Queen St. E., Toronto. This store is divided into four sections—groceries, cakes, candies and meat department. All these departments are being run on the groceteria plan of "self-serve."

The St. Williams Fruit Preservers, Simcoe, Ont., intend enlarging their plant in the spring. It will be about double the capacity of the present building so as to enable them to turn out double the quantity of goods.

The Loblaw Stores, Limited, Toronto, have opened up three more stores in that city. They have taken over the Andrews Bros.' store at 101 Danforth Ave.; the G. C. Hardy store at 1151 St. Clair Ave. W., and the Irish Store at 607 Pape Ave. This makes a total of 31 stores in the Loblaw chain. It is the intention of the management to open up further stores.

CELEBRATE 68TH ANNIVERSARY.

The Sherer-Gillett Company, Chicago, Ill., and Guelph, Ont., are celebrating this month the 68th anniversary of their establishment. While celebrating the 68th anniversary of its founding, the firm is also commemorating another event—the building of the first Sherer Sanitary Counter twenty-five years ago. During this time more than 65,000 counters have been sold.

FLOOR GAVE WAY UNDER WEIGHT OF CHRISTMAS SHOPPERS

A section of the second floor of the W. E. Preston, Ltd., store, Midland, Ont., collapsed under the Saturday afternoon crowd of Christmas shoppers, and only the fact that the falling floor was checked by the cash carrier wires long enough to allow the employees and customers on the ground floor to escape, prevented serious injury or loss of life. As it was, though several shoppers, chiefly children, suffered painful injuries, no fatality resulted. The fine grocery department of the store was not injured.

FRUIT COMPANY LOSES DAMAGE ACTION

In an action for the sum of $185.00, which the plaintiffs, J. R. Clogg & Co., Montreal, had brought against the New York Central Railway Company, and which the plaintiffs brought because of alleged wrong delivery of a consignment of oranges in December, 1917, judgment was delivered by Mr. Justice Howard in Montreal last week against the plaintiffs. Plaintiff received a consignment of fruit which he said should have been forwarded to Quebec, his own having been sent to the above destination.

In delivering judgment, Mr. Justice Howard found that if the wrong goods were delivered to the plaintiffs, the mistake was not due to the company, against whom action was taken, and who had carried out the directions as given to them.

COFFEE CONSUMPTION INCREASING

R. J. Drolet, of J. Aron & Co., Inc., coffee importers and exporters, New York City, has been in Canada for some time and just returned to New York City at the end of last week. Mr. Drolet has been appointing agents in different parts of the country. He was as far west as Vancouver. He reports that coffee roasters and grinders in Canada are very much interested in coffee and predicts for Canada a much greatly increased consumption of coffee. He has been absent from the New York office for a couple of months but his trip included visits to some Western States centres. While in Toronto last week he appointed the Lind Brokerage Co. their agents in Toronto.

Mr. Drolet is a former Canadian from Montreal, so that he is by no means a stranger here.

CHRISTMAS EXHIBIT

Many Grocers and Butchers Are Attending the Display This Week in the New Cooler in the Annex of the Plant

Hundreds of grocers and butchers are attending the splendid display of Christmas beef and other products manufactured by this firm at the plant of Gunns, Ltd., this week. The exhibit is being held in the new cooler in the annex, and is one of the most attractive ever held. This display of Christmas beef and lamb is very fine, and many choice sides are shown. Some of them are from prize animals that were winners at the Fat Stock Show, recently held at the Union Stock Yards, and others were purchased outside the city. One of the features of the exhibit that is occasioning considerable favorable comment is the showing of parts of the beef and lamb that heretofore have been considered discards. These can be made into palatable dishes, and this fact was brought out at the show. The products of Gunns, such as Easifirst, lard, and many of their prepared meats were displayed to advantage. The cooler was very attractively decorated with the Christmas colors, red and green, presenting quite a gala appearance.

ENGLISH CONFECTIONERY SLOW TO REACH MARKET

British Confectionery Products Will Not Be a Large Factor for Some Time—A. D. Gunn Co., Vancouver, Has New Factory

A. D. Gunn, wholesale confectioners and candy manufactures, have bought the property and building at 129 Cordova West, Vancouver, known as the old Grand Theatre. The building has been entirely made over into a factory, modern in every way. Mr. Gunn returned from overseas on December 2; he reports that while many English confectioners and manufacturers have got into their stride, there are many of the lines familiar on the Canadian market that will not be available till next spring. While one of their principals, Callard & Bowser, manufacturers of butter scotch and nougat, have recently made their first delivery to Vancouver since '14, others are not ready yet to export. Foster Clarke, of Maidstone, Kent, will be unable to ship custard powders, etc., to Canada till spring, as their factories are just now being converted to their pre-war purpose, one having been used for munitions and one for canning beef.

IS THE WHOLESALE COMPETING?

Continued from page 40

grocers have their own private brands, but they are in the market, constantly, as buyers of job-lots of merchandise which they sell in competition with the goods of manufacturers for whom they act as distributing agents. In the long run, that sort of thing does not pay. The jobbers should realize that. They should also realize that they must take a stand on one side of the fence or the other—and stay there. They cannot be brokers one week, jobbers the next, and dealers in job-lots the next.

A complaint one often hears is that the majority of jobbers' salesmen are merely "order takers" and that the jobbers themselves are merely collectors. That is an over-statement, of course. But there is just enough in it to make it stick. If it is true, as many manufacturers say it is, that their salesmen, and not the jobbers', sell the bulk of their output and that they can collect from retailers at smaller cost than the jobbers' discount amounts to, the jobber will do well to "Stop, Look and Listen." It may be that he is getting on dangerous ground.

WILLIAM KEARNEY PASSES

There died in the Montreal General Hospital last week, William Kearney, of the wholesale tea and coffee firm of Kearney Bros., Ltd. The late Mr. Kearney came to Canada from his

The Late William Kearney

birthplace, County Lough, Ireland, in the early seventies. With his two brothers, John and Thomas, he established a wholesale grocery business in Montreal. Subsequently, Mr. Kearney became owner of the Oxford Cafe, and later owner of James Guest & Co., wholesale wines and liquors.

Mr. Kearney joined the firm of Kearney Bros., established about forty-seven years ago, after the decease of two of his brothers, Thomas and John Kearney, another brother, Peter, at that time being the remaining partner.

Having visited Ireland during the past fall, the late Mr. Kearney returned to Montreal about a month ago. In failing health, he gradually sank until his demise, as above.

NOW FOR AN INTELLIGENT RECKONING!

Continued from page 41

always safe to copy, or imitate, or emulate success. So think that over.

Remember, too, that whatever value you put into your inventory you will not change the actual value of the merchandise. If, therefore, you value it too high, the stock will not pan out and you will be badly fooled. If you undervalue it the stock will come up better than you calculated. That is the only kind of self-fooling that you can afford to have around your shop.

What will you do when you have the lists completed? Obviously, you yourself must work nights and at every odd moment pricing and totalling the sheets so you can balance your books. This work always is most valuable to every thoughtful grocer, for it will show him precisely where he has too much stock—and practically all of us are subject to this weakness.

This is the finest time of the year to see just how much more than you should have is in stock. As a preliminary, you might figure out what you should have, based on your sales. If, for example, you are doing $40,000, the correct normal limit of your stock on hand, assuming that you are fairly convenient to markets, is $2,666.66. This is arrived at in this way:

Sales, $40,000. Average gross margin, 20 per cent., or $8,000. That leaves $32,000 as cost of goods for the year. Turnover should be twelve times, so divide $32,000 by twelve and you find the normal stock to be as stated.

Having set down that kind of figure for your own business, you will be astonished to find how much you have in excess of what you should have. Then, when you have found this out you will begin to reduce stocks. It is not so desirable that you make cut price sale, though you may have to reduce some items to clean them out, as it is that you stop buying. Cut every order down to just what you must have. When you have reduced stock to normal, keep it there. That is perhaps as valuable a result as you can expect to get out of the habit of taking an inventory.

But take the inventory anyway. Know where you stand at least once annually.

JAMS ARE ADVANCED

(Continued from page 38)

jam will be even higher. Indications point to very strong prices ruling on sugar in 1920. The quotations on raws for delivery next year are at such levels as to preclude any possibility of normal values on the refined article. Consequently jams are bound to reflect the sugar situation.

The new prices on jams to the retail trade are as follows:

Black currants, 16 oz., doz.	$4.60
Black currants, 4s, each	1.15
Gooseberries, 4s, each	98
Gooseberries, 16 oz., doz.	4.10
Peach, 4s, each	97
Peach, 16 oz., doz.	4.00
Red currants, 4s, each	1.00
Red currants, 16 oz., doz.	4.15
Raspberries, 16 oz., doz.	4.60
Raspberries, 4s	1.15
Strawberries, 16 oz., doz.	4.70
Strawberries, 4s, each	1.20

NEWS FROM WESTERN CANADA

William McAsh, grocer, Saskatoon, has sold out.

Nichols Cash Grocery, Winnipeg, is discontinuing.

Alex. Cohen, grocer, Edmonton, has sold to H. Miner.

Roger J. McAskin, grocer, Edmonton, has sold to T. Bell.

Thomas Richardson, general merchant, Fielding, Sask., has sold out.

Morrison & Silver, grocers, Dauphin, Man., have sold to Kaltek & Sykwarok.

G. J Forbes, general merchant, Marylake, Alta., has sold to L. R. Hicks.

Foley & Buckland, grocers, Winnipeg has sold to Bradshaw & Ball.

A. Gulluzzo, grocer and confectioner, Winnipeg, has sold to G. J. Brown.

S. Slemko, general merchant, Warspite, Alta., has sold to S. C. Herman.

H. D. Grisewold, general merchant, Paulson, Alta., has sold to S. C. Herman.

Thos. Ray, general merchant, Pouce Coupe, Alta., has sold to W. S. Bullen & Co.

W. Korbin, general merchant, Kuroki, Sask., has sold to Klurfine & Kowall Bros.

Summerfeldts, general store, Dundurn, Sask., has been sold to Stewart Bros.

Mrs. E. B. Morrison, general merchant, Beresford, Man., has sold to F. McLellan.

W. K. Wilson, general merchants, Findlater, Sask., has sold to Abramovitch & Bronstein.

Joseph Knox & Sons, general merchants, Dilke, Sask., are selling to W. A. Caswell & Co.

The Milner Trading Co., Lamont, Alta., have been succeeded by the Letawsky Trading Co.

Dompier & Co., general merchants, Notre Dame de Lourdes, Man., are selling to Xavier Delaques & Co.,

Booth & Bristow, grocers and butchers, Winnipeg, have sold their grocery business to Mrs. Rydall.

James and Annett are opening a new cash store at New Norway, Alta. The store will carry a full stock of groceries, dry goods, boots and shoes.

J. C. Anderson, formerly with Meade Bros., Nassau Street, Winnipeg, has started in the grocery and provision business for himself, at 759 Corydon Avenue, naming his store The Crescentwood Grocery. Mr. Anderson has been with Meade Bros. for a number of years, and has a very large circle of friends, who wish him every success in his new venture.

A new trading company, known as the Penticton Trading Association, Ltd., has been organized in the town of Penticton, B.C. This concern commenced operations on the first of December, with a full line of groceries, provisions, flour and feed. The capital subscribed is $11,750, of which $7,025 has been paid up. The store will be run on the co-operative plan, and will be managed by Chas. I. Spence, formerly of Fernie, B.C.

CO-OPERATIVE ORGANIZATION OPENS IN VANCOUVER

Follows System Adopted in Old Country

A co-operative organization was launched in Vancouver on November 29, when the Vancouver Co-Operative Society opened their new store at 41 Pender West. On the opening day the members bought out the entire stock that had been put on the shelves, and orders taken on that day amounted to a few hundred dollars' worth out of shipments to arrive as well. Robt. Skinner, the manager, stated that the society was organized along the lines of the Old Country societies. He stated that shares were sold to consumers at $5 each; no one person could own more than fifty; one shareholder had one vote, and that after deducting 3% for the use of capital, and 1% for educational work along the co-operative line, the net profit remaining would be distributed among the shareholders, in proportion not to the amount of their shares but the amount of their purchases. A limited line of dry goods is also carried. The management expect to extend the scope of its service. Mr. Skinner is a practical grocer of several years' experience, "and I have read CANADIAN GROCER for many years," he stated.

A CO-OPERATIVE STORE

A great deal of interest is being manifested throughout Canada in the experiments being conducted by local grain growers' associations in the West in the operation of co-operative general stores. Here is a view of the interior of the store operated by the grain growers at Melville, Sask., a divisional point on the G.T.P. Railway. The turnover in this store in 1918 was approximately $64,000. It was started with a capital of $400 four years ago. It will be observed that apart from its grocery department, which is fairly complete, it stocks a very rough line of goods for the farmer trade. The manager's desk is located beside the second stove in the rear. Here he receives orders for binder twine, coal, lumber, machinery and repairs. The store and all services in connection with it is available to the general public. It is organized under the auspices of the Saskatchewan Grain Growers' Association, which has the support of the Government, and which operates so many co-operative grain elevators in the Province as to practically have a monopoly of the business.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is not much tendency to lower prices in the general list of grocery commodities on the various markets throughout the Dominion. The trend appears to be the other way. Shortage in various lines is reported. The sugar situation does not improve readily and the likelihood is that supplies will be only fair and prices very strong in the New Year.

MONTREAL—Advanced prices are in effect this week for MacLaren's Imperial peanut butter, in jars, tins and in bulk. The present bulk price is 28c per pound. Broken caustic is down 50c per drum to $6.50. Camphor tablets are up 50c per pound to $5.50. Libby's corned beef is lower to the extent of approximately 20 per cent. Bee brand jelly is advanced 45c per dozen in one jobbing quarter, the present price being $2.95 per dozen. Pure Gold jellies are quoted at $1.40. New prices are out on various Crosse & Blackwell goods.

The outlook for sugar supplies is anything but encouraging, as the raws are now running short, and it will be mid-January probably before the supplies are made up. Canned goods are steady; nuts are active and peanut prices are showing a tendency to decline, while others are still steady and firm. Dried peaches are higher, due to the exchange situation. Turkish figs are to hand and dates have also come in from the Orient and are of excellent quality, but high in price. Honey and maple syrups and sugar are steady and unchanged. Rice markets are very firm and strength of undertone is developing. Tapioca is unchanged. Cocoa prices have advanced, the package sizes being changed 5c to 25c per dozen. Teas continue to sell well and the undertone is firm. Cereal markets promise to be higher and in one or two quarters there are already advances. Spices have moved out well. Package rolled oats and barleys are likely to be higher. Fruits and vegetables are mostly firm with a number of advances for vegetables.

The exchange situation is causing some uneasiness insofar as it affects lines imported from the United States. Trade has continued very satisfactory and there has been much of the holiday spirit manifest already in trade circles.

TORONTO—There are not many changes in the grocery markets this week. Prices are for the most part steady with tendencies towards higher levels. Sugar quotations are unchanged on the basis of $12.21, Toronto delivery. Some dealers seemed to think there was a slight improvement in offerings this week, but supplies are still confined within narrow limits. New prices of jams have been announced and all kinds have advanced. There is a very heavy demand for jam and all indications point to strong values prevailing for some time to come. The scarcity of sugar is forcing people to buy more prepared jam than they otherwise would and this fact has largely been responsible for the higher quotations. The shortage of raisins is still very keenly felt and no improvement was reported this week. In fact shipments that have long since been sent forward from California have been delayed, owing to greatly hampered shipping facilities in the United States. The shortage is not likely to be relieved before Christmas and because of the heavy inquiry for the Christmas trade the scarcity is more keenly felt than it otherwise would be. There were some number one Crown muscatels offered this week as high as 23 cents. Thompson's seedless raisins are practically off the market and any who have them in stock are asking as high as 24 cents per pound for them. There is no scarcity at all of currants and Grecian currants are fairly abundant. Shipments have been coming along freely and present prices are lower than quotations on raisins. There is a tremendous demand for all Christmas specialties. Dates are big sellers at strong figures. Table raisins are also in demand, ranging in price from $7.50 to $10.50 per twenty pound packages. Oranges and nuts are, as is usual at this season, meeting with a tremendous inquiry. California navels are now arriving freely. Spanish Malaga grapes are also on the market this year for the first time since the war. They are quoted very high.

In the produce markets fresh meats are up for the better class of pork and beef. Butter and eggs are very strong, but smoked meats and pork products continue at steady figures.

WINNIPEG—Markets this week are generally very strong with scarcity of some lines still very pronounced. The sugar situation does not improve satisfactorily and supplies are very light. Dried fruits are in heavy demand and the quantities available are not sufficient to meet it. Bulk teas show advances this week and the market for the same is very strong. All Christmas goods, such as fruits and nuts, are selling freely. Both cocoa and cocoanut are quoted higher. Fancy biscuits are also likely to advance.

In produce lines hog quotations are steady and firm. Lard is quoted slightly easier, but cheese, butter and eggs are all very strong.

QUEBEC MARKETS

MONTREAL, Dec. 17—Changes for the week in grocery markets have been, for the most part, on goods imported from the United States and on some other imported goods. The general feeling is that most commodities are likely to hold firm for the present, although there may be a few revisions downward after the first of the year on some lines of dried fruits. This depends upon the extent of the selling of various lines in the meantime and the arrival, from now on, of such goods as were expected to arrive ere the holiday season is over.

Not Much Promise of More or Cheap Sugar

Montreal.

SUGAR.—The present outlook does not leave much encouragement for the trade with regard to replenishment of supplies. Entering the mid-season when old and new crop raws meet, it is apparent that the refiners will not have succeeded in laying aside any considerable quantities of refined sugars. As a consequence of the very heavy demand from all sections of the country, coupled with the difficulty of securing new supplies of raw sugar, it is questionable if sugar will be available in any but meagre quantities for many weeks. In the meantime, refiners are running to the end of their raw sugar stock, and with little likelihood of being able to replenish this before the middle of January, or thereabouts. It will be necessary, in the meantime, to closely conserve supplies all around. Certainly there will be no decline in the market, and there is probability of increases coming soon.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated	12 00
Canada Sugar Refinery	12 00
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	12 20
Icing, 25-lb. boxes	12 60
Icing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.)	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

Firm and Steady Are Various Canned Goods

Montreal.

CANNED GOODS.—Actual activity in the canned goods market is rather limited, booked orders having been quite extensively delivered to the dealer. Sorting orders come to hand from week to week, and there is no change in the list, as far as quotations are concerned. An odd lot of special fruits and other canned vegetables, etc., comes to hand from time to time.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
No. 2	....	20 00
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2½	4 80	5 15
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2½s	....	5 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	....	2 25
CANNED FISH, MEATS, ETC.		
Salmon—		
Chums, 1-lb. talls	....	2 00
Do., ½s, flat	....	1 20
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.	....	2 00
Cohoes, 1-lb. tall	....	3 75
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 55
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador, 1-lb. flat	....	3 60
Alaska, red, 1-lb. tall	4 25	4 60
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp., Canadian, 48, 1s	....	1 50
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	....	2 00
Pilchards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	....	2 60
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster paste, ½-lb. tins	....	2 40
Sardines (Amer. Norweg'n style)	....	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 35
Meats, English potted, doz.	....	2 00

Dried Peaches Up; Turkish Figs Come

Montreal.

EVAPORATED FRUITS.—Prices are marked up in one quarter on dried peaches, and this is attributable to the high rate of exchange. The advance makes the maximum wholesale price 30c per lb., for fancy, and 28c per lb. for choice. Turkish figs have arrived in this market and are being distributed. European dates, it is also understood, have come to hand, and are of excellent pre-war quality, but the prices are very high. Prunes are active sellers, but the supplies are said to be arriving slowly. Figs are marked up. Until the end of the year changes are expected to be limited, but will probably be more extensive after the first of January.

Apricots, fancy	....	0 36
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Peels (cut mixed), doz.	....	3 25
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatels, 2 crown	....	0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	....	0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded	....	0 17
15 oz.	0 21	0 22
Currants, loose	9 22	0 26
Do., Greek, 15 oz.	....	0 25
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50

Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 28-lb. boxes, each		0 14
Figs, Turkish, 4 crown, lb.		0 44
Do., 5 Crown, lb.		0 46
Do., 7 Crown, lb.		0 52
Figs, mats		4 75
Do., 28 8-oz. boxes)		3 50
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes) —		
20-30s		0 33
30-40s		0 30..
40-50s	0 25	0 26
50-60s		0 22
60-70s		0 21
70-80s (25-lb. box)		0 20
80-90s		0 18½
90-100s		0 17½
100-120s	0 16	0 17

Peanuts Will Decline; Almonds; Walnuts High

Montreal.

NUTS.—Peanut prices, after the turn of the year, if not before, are likely to decline, according to the importing trade. Java nuts are due to arrive in this market about the first of January, and prices are said to be 1½ to 2c per lb. lower than the price basis for Spanish. With supplies freer, there is likely to be an easing of the undertone, with a subsequent mark-down of the prices.

Walnuts, filberts, pecans and almonds are in active demand for the holiday trade, and there seems to be, for the time being, a fair undertone. The price tendencies, after the holiday's needs are satisfied, will depend, materially, upon the stocks that are then carried over.

Almonds, Tarragona, per lb.	0 30	0 35
Do., shelled		0 60
Do., Jordan		0 75
Brazil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.		0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Still Slow Movers Are Beans; Peas High

Montreal.

BEANS AND PEAS.—The sale of beans is still very light. With the present cold weather, if continued, sales should be much heavier. Best grades are selling mostly, and the undertone, despite the slow movement, is strong.

Best boiling peas are still scarce and high, but the probability of improving stocks seem to be remote.

BEANS—		
Canadian, hand-picked, bush.	5 10	5 40
Japanese		5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bushel		4 00
Split, new crop (60 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10½	0 11

Although Season Late Syrup and Honey Move

Montreal.

HONEY AND MAPLE PRODUCTS.—Although this is a very late time of the year for much sale on honey, the movement is reported quite active, and jar and tin honey are good sellers. The basis is firm and unchanged.

Maple sugar and syrups are still maintained on an unchanged basis, and the movement of these lines is said to be quite satisfactory.

Maple syrup—		
13½-lb. tins (each) (nominal)		
10-lb. cans, 6 in case, per case		16 70
5 gal. (Imperial), crated		16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case		7 00
In cases of six, 5-lb. blocks, cs.		9 60
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 26
In tins, 60 lbs., per lb.		0 24
30-lb. pails	0 25	0 26
10-lb. pails		0 26
5-lb. pails		0 25
24 1-lb. jars, case		7 00
2½-lb. tins (24), case		18 00
Buckwheat (60 lb. tins), lb.		0 19

Looks Like High Rice With Bare Markets

Montreal.

RICE, TAPIOCA.—The movement of rice is steady and seasonable. Reports from outside sources are to the effect that supplies are very quickly applied, as they arrive, to orders that have been outstanding for some time. It looks as though the market was not due for any weakening tendency, and advances would be more likely than not. Local prices are held this week, but are very firm.

Tapioca is quite unchanged, but there is not the firmness to this that applies to rice.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)		17 00
Do., No. 2		16 50
Do., broken		13 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14½	0 15½
Broken rice, fine		7 00
Do., coarse		9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Molasses Under Market; Firm Syrup Undertone

Montreal.

MOLASSES, SYRUPS.—To import molasses at present would mean that prices at present ruling in this market would have to be advanced, according to a heavy jobber in this line. Supplies are fair with some, others being sold out of round lots. It looks as though there might be further strengthening of the markets.

Corn syrups are even firmer than they were, although there has been no change this week. There is no probability of declines, say the manufacturers.

Corn Syrups—		
Barrels, about 700 lbs., per lb.		0 08¼
Half barrels		0 18½
Kegs		0 08¾
2-lb. tins, 2 doz. in case, case		5 45
5-lb. tins, 1 doz. in case, case		6 05
10-lb. tins, ½ doz. in case, case		5 75
20-lb. tins, ¼ doz. in case, case		5 70
2-gal. 25-lb. pails, each		2 60
3-gal. 38½-lb. pails, each		3 85
5-gal. 65-lb. pails, each		6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case		5 95
5-lb. tins, 1 doz in case, case		6 55
10-lb. tins, ½ doz. in case, case		6 25
20-lb. tins, ¼ doz. in case, case		6 20
Cane Syrup (Crystal) Diamond— case (2-lb. cans)		7 50
Barrels, per 100 lbs.		10 25
Half barrels, per 100 lbs.		10 50
Glucose, 5-lb. cans (case)		4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 20
Barrels	1 23
Half barrels	1 25
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Coffees Are Moving; Cocoa Has Advanced

Montreal.

COFFEES, COCOAS.—Markets have advanced for coffee, but only as reported last week, and at those prices the various grades are selling actively. Stocks are being augmented from week to week by deferred shipments that have been en route for many weeks.

The cocoa market is higher, and this is in line with the definite forecasts made in CANADIAN GROCER for several weeks. Package lots are advanced from 5c to 25c per dozen, according to the size.

COFFEE—		
Bogotas, lb.	0 46	0 48
Maracaibo, lb.	0 44½	0 46
Mocha (types)	0 45	0 48
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 35	0 37½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.		5 50
In ½-lbs., per doz.		2 90
In ¼-lb., per doz.		1 55
In small size, per doz.		1 15

A Wide Distribution Of Teas; Very Firm

Montreal.

TEAS.—Shipments of tea which have been en route to Canada are still arriving, and the trade is readily accepting their allotments. A very firm undertone characterizes the whole market, all grades being held firmly. With production much shorter during the past season in some countries; with labor costs maintained on a much higher basis than formerly, and with these conditions promised for 1920, there seems little probability of lower market prices than those obtaining to-day. Many anticipate advances later.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45

Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Mark-ups on Rolled Oats; Barley Perhaps

Montreal.

CEREALS.—There will probably be considerably higher prices on rolled oats ere long, and this week several varying advances have been made. Package goods, too, will probably cost more soon. Cornmeal is firm under the strong markets for the raw material which are now prevailing, and there seems little probability of any but a strong market. The barley market, too, is very strong, and there is every probability of higher prices prevailing for both pot and pearl grades.

Cornmeal, golden granulated	5 50	6 00
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 10	6 00
Rolled oats, 90-lb. bags	4 70	5 25

Package Goods Firm and Moving Freely

Montreal.

PACKAGE GOODS.—There has been a steadily heavy sale for many classes of package goods. Oatmeal, barleys, rolled oats and various brands of corn flakes are firm, and low prices are improbable at present, particularly as packing material is scarce and high, deliveries being very slow.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 50 3 65 4 15		4 25
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 2 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 60
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz.	....	1 50
Buckwheat Flour, case	....	3 60
Wheat food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 60
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s	....	6 45
Do., 20s	....	6 25
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Corn starch (prepared)	....	0 11¾
Potato flour	....	0 16½
Starch (laundry)	....	0 12
Flour, Tapioca	0 15	0 16

Speculation as to Probable Flour Price

Montreal.

FLOUR.—The market undertone is a very firm one, and while there is no definiteness regarding the outlook, many are speculating as to whether an advance will be permitted. Millers have been working on export business for the Wheat Export Company, and whose last order, CANADIAN GROCER understands, was for another half million barrels. This business is said to be more desirable and more profitable than that of domestic nature. Mills are running, for the present, to full capacity, it is stated.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Holiday Sales Big of Various Spices

Montreal.

SPICES.—Sales to the trade of various spices for holiday demands have been quite up to the average, and importers are well pleased with the situation. In a general sense the market remains firm, without actual changes this week in the price list.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	....	0 85
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Hay and Straw Up $1; Oats One Cent Less

Montreal.

HAY AND GRAIN.—An increase of one dollar per ton is applied this week to all grades of hay, and to straw also This is the inevitable result of the approach and arrival of severe weather together with a short delivery to market by the farmers. There is plenty of hay in the country but it does not seem probable that the immediate future will record any lowering of prices. Oats are reduced one cent a bushel. This does not mean that the market is weakening in a general way, for the undertone on good milling oats has ruled high for some time and they are said to be scarce. No barley quotations are available.

Hay		
Good, No. 1, per 2,000-lb. ton	....	25 00
Do., No. 2	....	24 00
Do., No. 3	....	20 00
Straw	....	12 00
Oats		
No. 2 C.W. (34 lbs.)	....	1 01
No. 3 C.W.	....	0 99
Extra feed	....	0 99
No. 1 feed	....	0 98
No. 2 feed	....	0 96
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....

Holiday Fruits Firm; Box Apples at $4.00

Montreal.

FRUITS.—The movement of fruits has been active, and grapes, fancy pears, pomegranates, oranges and bananas have been the leaders. For the better boxed apples, $4 is being asked, and prices on barrel apples are decidedly firm. There is a good array of grapefruit at $4.25 per case.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red	....	12 00
Fameuse, No. 1	....	14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	3 75	4 00
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	12 00	13 50
Do., gal.	....	0 75
Holly, doz. bunches, doz.	....	2 00
Grapes, Tokay (box), 30 lbs.	....	3 50
Grapes, Emperor, kegs	....	8 00
Grapefruit, Jamaican, 64, 80, 96	....	4 25
Evergreen, bundle	....	3 00
Do., Florida, 54, 64, 80, 96	....	4 25
Lemons, Messina	....	6 00
Pears, Cal.	....	6 50
Pomegranates (boxes of about 80), box	....	3 00
Keiffer Pears (box)	....	2 75
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	....	6 25
Cal. Navels	....	7 00
Florida, case	....	4 00

Tendencies Higher On Many Vegetables

Montreal.

VEGETABLES.—The market undertone on nearly all lines of coarse vegetables is higher, and this will probably be maintained owing to the difficulty of getting supplies to market in cold weather. Potatoes, onions, turnips, etc., are firm. Mushrooms are marked higher and increased prices are effective for leeks, parsley, green peppers, mint and cauliflower.

Artichokes, bag	....	2 00
Beans, new string (imported) hamper	....	7 00
Beets, new, bag (Montreal)	....	1 50
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 75
Cauliflower, American, doz.	5 00	6 00
Cabbage (Montreal), barrels	2 75	3 00
Carrots, bag	....	1 00
Celery, Canadian, doz.	....	1 00
Do., California, 5-7 doz. crate	....	11 00
Garlic, lb.	....	0 28
Horseradish, lb.	....	0 25
Do. (Boston), head, crate	....	3 75
Leeks	....	2 00
Mint	....	0 60
Mushrooms, lb.	....	1 50
Do., basket (about 3 lbs.)	....	1 00
Onions, Yellow, 75-lb. sack	....	5 00
Do., red, 75 lbs.	5 00	6 00
Do., crate	....	2 75
Do., Spanish, case	7 00	7 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 30
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 50
Potatoes, Montreal (90-lb. bag)	2 50	3 00
Do., sweet, hamper	3 50	3 75
Do., New Brunswick	2 75	3 00
Do., sweet, hamper	3 00	3 50
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Hubbard, doz.	2 00	3 00
Turnips, Quebec, bag	....	1 50
Do., Montreal	....	1 25
Tomatoes, hothouse, lb.	....	0 35

ONTARIO MARKETS

TORONTO, Dec. 19—The scarcity of raisins is still very pronounced and some wholesalers are entirely without supplies. Transportation difficulties in the United States are the principal causes of the shortage as orders long since passed have been very much delayed. Prices of sugar are unchanged, but the market is very strong and high quotations are likely to prevail. California fruits and nuts are the most active sellers these days. Teas and coffees continue very strong.

Strong Market Likely in Sugar

Toronto.

SUGAR.—The sugar situation continues about the same, although some refiners expressed the opinion that there was some improvement in the movement of supplies the past few days. However, consignments coming forward are by no means abundant yet. Quotations are very high on raws and deliveries are slow. All indications point to high prices ruling on sugar for some time to come. All refineries are now quoting on the basis of $12.21, Toronto delivery.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

Corn Syrups Are Selling Freely

Toronto.

CORN SYRUPS, MOLASSES.—There are no changes in the market for corn syrups. Prices on both syrups and molasses are steady and strong. There is a very active demand for both products, and all indications point to higher quotations on the latter.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	....	1 00
West India, bbls., gal.	....	0 40
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case West Indies, 1½s, 48s	4 60	6 95
of ½ doz.	3 60	6 00

Rolled Oats Good Buying Now

Toronto.

PACKAGE GOODS.—With the present strength of the market for raw oats, there is no doubt about it that rolled oats, at present prices, are a good buy; and retailers will do well to see to it that they have a good supply. All indications point to higher prices in the New Year on rolled oats. The round packages in cases of twenty, and also the square packages, are selling freely at $5.60 per case for the former, and at from $5.10 to $5.60 for the latter. Fine oatmeal is quoted at $6.75 for 20s, and cornmeal, in 24s, is selling at $3.65.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case	....	4 00
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb., cartons	0 11½	0 11¾
Do., No. 2, lb. cartons	....	0 10¼
Laundry starch	....	0 10
Laundry starch, in 1-lb. cartons	....	0 12
Do., in 6-lb. tin canisters	....	0 13¼
Do., in 6-lb. wood boxes	....	0 13¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 60
Barley, 24s	....	2 60
Wheat flakes, 24s	....	5 60
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 30
Buckwheat flour, 24s	....	3 30
White flour, 24s	....	5 50
Graham flour, 24s	....	5 75

Bulk Cereals Are Active

Toronto.

CEREALS.—There is an active demand for all cereals at present prices. Rolled oats are very strong, and are quoted at $4.75, in bags of 90 pounds. Rolled wheat, in 100 pound bags, is selling at from $6.50 to $7. Oatmeal, in 98s, is selling at from $5.70 to $5.80.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag	....	6 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	0 08	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾

Teas on Spot Are Steady

Toronto.

TEAS.—The tea market continues much the same, with all indications pointing to a very strong situation. Quotations on spot are unchanged. Dealers are buying more freely for import, and anything that has been purchased on a low market is selling very rapidly. Teas cannot be replaced at present selling prices. Buying in the Old Country is very heavy, as tea drinking in England has greatly increased. Rupee exchange has again advanced, and the continuous strengthening of exchange enhances the values of teas on primary markets.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Jams Show Higher Prices

Toronto.

CANNED GOODS.—There is a very active demand for most lines of canned goods, and some lines are rapidly becoming depleted. Tomatoes are fairly plentiful, at from $1.95 to $2 per dozen Canned peas are very strong in price, at from $2 to $2.50 per dozen, for standards, and at $2.40 for early Junes. Canadian corn is in brisk demand at $1.75 per case. All canned fruits have an exceptionally active inquiry. The demand is unusually heavy, on account of the scarcity of sugar last summer, and the consequent curtailment in the quantity of preserves put away in the homes. Stronger prices are announced on jams, and the increase in quotations has already taken effect, as indicated in the price list.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	....	1 45

Tomatoes, 2½s, doz.	1 95	2 00
Peas, standard, doz.	2 00	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	....	1 75
Pumpkins, 2½s, doz.	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	1 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	1 15
Gooseberry, 4s, each	....	0 98
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	0 97
Do., 16 oz., doz.	....	4 00
Red Currants, 16 oz. doz.	....	4 15
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15
Strawberries, 16 oz., doz	....	4 70
Do., 4s, each	....	1 20

Raisin Scarcity Very Pronounced

Toronto.

DRIED FRUITS.—The market for dried fruits is chiefly characterized by a continued scarcity of raisins at a time when there is a particularly heavy demand for the Christmas trade. Some wholesalers are entirely without supplies, and others have very few. Impaired transportation in the United States has greatly held up supplies. One wholesaler was offering number one crown muscatels, in 25s, at 23 cents per pound. Some Smyrna sultanas are being offered, ranging all the way from 22 to 28 cents per pound. New prunes are selling freely. Dates are plentiful, and are in big demand for the Christmas trade. New Hallowee dates are offered at 19½ and 20 cents per pound. Fard dates are 29½ cents per pound.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, *3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. in case	....	7 00
Fard, lb.	0 28½	0 29½
New Hallowee dates, per lb.	....	0 19½
Figs—		
Taps, lb.	....	0 17
Malagas, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—	Per lb.	
30-40s, 25s		0 31
40-50s, 25s		0 28
50-60s, 25s		0 24
60-70s, 25s		0 22
70-80s, 25s		0 21½
80-90s, 25s		0 17¾
90-100s, 25s		0 16¾
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur bich., 25s	....	....
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets	....	0 20½
Seedless, Thompson's, bulk e...	0 23	0 24
Crown Muscatels, No. 1s, 25s	....	0 23
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

Spot Coffees Light in Supply

Toronto.

COFFEES.—Changes in coffees are conspicuous by their absence this week, although the market is very strong and goods on spot are very scarce. There have been some Santos come forward, but the railway situation in the United States has caused delays in shipments coming forward. There is a very active demand for coffees, but the scarcity of good coffees is causing some concern among dealers. Some packaged coffees have advanced this week.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 36	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	....	0 54
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Spice Market Looks Stronger

Toronto.

SPICES.—The market for spices is very strong, and indications point to higher prices ruling on some lines in the New Year. Peppers are very firm, as also are cloves and ginger. There is a very active demand for spices, and cream of tartar is also very strong, and supplies available are none too plentiful. Quotations are steady.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	....	0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs — cage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 61
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	....	0 35
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 50

Big Inquiry For Nuts For Christmas

Toronto.

NUTS.—Nuts for the Christmas trade are selling very freely. The demand for the same is very heavy. A fairly large consignment of California walnuts arrived at the end of last week, and are being taken up quickly. They are quoted all the way from 40 to 45 cents, depending on the quantities bought. Almonds have been coming through slowly, particularly shipments sent via New York. Almonds that were sent through Montreal have arrived. The exchange situation on Canadian currency has also added to the price. Some dealers have been paying a premium on shelled Manchurian walnuts to get them through from Vancouver. Unsweetened cocoanut is now quoted to the trade as high as the sweetened kind, at 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Grenobles, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	....	0 45
Do., sweetened, lb.	....	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeau lb.	0 88	0 90
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	....	0 88
Pecans, lb.	....	1 30

Rices Are Quiet; Market is Firm

Toronto.

RICES.—The market for rice just now is rather quiet. It is not an active seller at the present time. There is some Siam second rice on the market that is quoted at 13 and 13½ cents per pound. Future quotations on tapioca look easier, but it will be February before there is any new stuff on the market. Tapioca is at present selling at from 14½ to 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 16	0 17
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu	....	16 00
Do., Mujin, No. 1	....	16 00
Do., Pakling	....	14 00
White Sago	....	0 14
Tapioca, per lb.	0 14½	0 15

Honey Sells Slightly Easier

Toronto.

HONEY, MAPLE SYRUPS.—Supplies of honey in the dealers' hands are fairly plentiful, and there is ample to supply all inquiry. The ten and sixty pound tins are selling to the trade at 25 cents per pound, and buckwheat honey in 50 pound tins is quoted at 16 cents. Number one fancy comb honey is offered at $4.50 per dozen. Maple syrup is now pretty well sold up, and is largely in the hands of the retail trade.

Honey, Clover—		
5-lb. tins	....	0 28
2½s, tins	....	0 29
10-lb. tins	....	0 25
60-lb. tins	....	0 25
Buckwheat, 50-lb. tins, lb.	....	0 16
Comb, No. 1, fancy, doz.	....	4 50
Do., No. 2, doz.	....	....
Maple Syrup—		
8½-lb. tins, 10 to case, case	....	18 00
Wine qt. tins, 24 to case, case	....	23 00
Wine ½ gal. tins, 12 to case, case	....	20 00

Wine, 1 gal. tins, 6 to case, case	....	24 00
Imp. 5 gal. cans, 1 to case, case	....	20 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	....	0 29

Beans Have a Good Inquiry

Toronto.

BEANS.—No changes are noted in the market for beans this week. There is a moderate demand for the same, and prices are holding at firm quotations.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 25	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Cal. Navels Now Arriving Freely

Toronto.

FRUITS.—There is a very active demand for oranges and grapefruit at the present time. There are still California Valencia oranges on the market selling at from $5.50 to $6.75 per case. California navels are also arriving freely, and are quoted to the trade at from $6 to $7.50 per case. Apples in barrels are unchanged in price. Grapefruit is from $4.50 to $5.75 per case. Spanish Malaga grapes are selling well for the Christmas trade. These are the first since before the war. They are selling at from $13 to $16 per barrel. Tangarines are from $3.50 to $5 per case.

Bananas, Port Limons	....	**0 08**
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s	5 50	6 75
216s, 250s, 288s, 324s	5 50	6 75
Cal. Navels -		
100s, 126s, 150s, 176s, 200s	6 00	7 50
216s, 250s, 288s, 324s	6 00	7 00
Lemons, Cal., 300s, 360s	5 00	6 00
Lemons, Messinas, 300s	....	5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 75
Apples—		
Nova Scotia Kings, bbl.	6 00	7 00
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	....	3 75
Jonathans, box	3 35	3 50
Kings, box	....	3 25
Spys, Ont., box	....	2 75
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s..	3 75	4 00
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s, box..	4 00	4 25
Cal. Pears	....	5 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	3 50	5 00
Grape, Cal., Emperor	....	....
Drums	7 75	8 00
Do., Spanish Malagas, keg	13 00	16 00
Cranberry, Cape Cod, bbl.	....	14 00
Do., half bbl.	....	7 50
Do., boxes	....	4 50
Pomegranates, boxes	....	4 00
Can. Chestnut, lb.	....	0 25

Vegetables Show Few Changes

Toronto.

VEGETABLES.—There are not many changes in quotations on vegetables. Ontario potatoes are $2.50 and $2.60 per bag. Green vegetables are beginning to be offered more freely. Green onions are selling at $1 per dozen bunches, and spinach is $3 per hamper. California cauliflower is selling at $4.50 per case. Hothouse tomatoes are 30 and 40 cents per pound.

Cabbage, bbl	2 75
Carrots, per bag	1 25
Parsnips, bag	1 75
Lettuce, Cal., head, crate 8 doz.	8 00
Hothouse Tomatoes, lb.	0 30 0 40
Onions, Yellow Danvers, 100-lb. sacks	.... 7 00
Do., 75 lbs.	.... 4 50
Spanish Onions, large cases	.... 7 50
Do., small crates	.... 2 50
Do., Cal. Australian Browns, 100 lbs.	.... 7 50
Onions, white, large sacks	.... 6 50
Green Onions, doz. bunches	.... 1 00
Spanish, hamper	.... 3 00
Celery, 8 doz.	.... 7 00
Cauliflower, Cal., pony crates	.... 4 50
Potatoes—	
Ontario, 90-lb. bags	.... 2 60
Quebec, 90-lb. bags	.... 2 60
Jersey Sweet Potatoes, hamper	.... 2 75
Do., bbl., double headers	.... 7 50
Turnips, bag	.... 1 00
Mushrooms, 4-lb. basket	.... 3 50

Domestic Inquiry For Flour Good

Toronto.

FLOUR.—There is no change in flour quotations. The market is steady, with a fair demand for the domestic trade.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	.... 11 15
Do., in jute bags	.... 11 00

Millfeeds Are Holding Steady

Toronto.

MILLFEEDS.—Millfeeds continue at the fixed prices, and there is a very active demand for the same.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

Chase & Sanborn Advance Coffees

Toronto.

MISCELLANEOUS.—Chase and Sanborn's coffees have been advanced, the half pound tins now selling at 59 cents; the one pound tins at 57 cents, and the two pound tins at 56 cents. Robertson Bros. have advanced all grades of their candy one cent per pound.

WINNIPEG MARKETS

WINNIPEG, Dec. 17—The sugar situation does not improve readily here. There is still a very pronounced shortage of granulated sugar. Dried fruits, particularly raisins, are also in scant supply. Bulk teas have advanced, as all new buying is at higher levels. The market in confections reflects the sugar situation and there is a scarcity in many lines. Cocoa and cocoanut are both quoted higher.

Still a Great Sugar Shortage

Winnipeg.

SUGAR.—Supplies of granulated sugar have not been coming in sufficient quantities to nearly keep the trade supplied. Many retailers are unable to get any granulated sugar at all, and the darker grades of yellows are a common sight on the tables of many restaurants whose proprietors say they cannot get granulated sugar in any quantities.

Dried Fruits Have Heavy Demand

Winnipeg.

DRIED FRUITS.—Dried fruits are being picked up very quickly from jobbers. Retailers report a larger demand than they have experienced in many years; this, combined with shipping conditions, will soon make spot stocks very small. There is already a scarcity reported in some lines, particularly California raisins.

Raisins—		
Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	....	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	....	1 05
Cal., seeded, pkgs. 11 oz.	....	0 14
Do., 11 oz., fancy	....	0 15
Do., 15 oz., choice	....	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16	0 17
Currants		
Australian, 3 Crown, lb.	....	0 25
Greek, 3 Crown, Filiatras	....	0 21
Do., dry cleaned	....	0 22
Prunes—		
90-100s	....	0 17½
80-90s	....	0 18
70-80s	0 19	0 20
60-70s	0 20	0 21
50-60s	0 21	0 22
40-50s	0 23	0 24
Dates—		
Royal Excelsior, 3 doz. cases, per pkg.	0 18½	0 19
Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box	....	3 15
Figs—		
Spanish cooking, recleaned, per lb.	....	0 18
Cal. White Roedings, per lb.	....	0 23
Black Figs in Cartons, 10 x 15 per carton	....	1 16
Fancy Calimyrna, 5-row, 10-lb. boxes	....	4 10
Do., 6-row, 10-lb. boxes	....	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	....	3 60
Do., 5-row, 10-lb. boxes	....	3 40
Fancy, 8-oz. bricks, 24 to box	....	3 35
Peaches—		
Peeled, 25s	....	0 27½
Superior quality, 5-lb. cartons	....	1 56
Extra choice	....	1 35
Unpitted, 25s, lb.	....	0 22
Apricots—		
5-lb. cartons	....	1 85
Evaporated apples, lb.	....	0 18

Bulk Teas Are Stronger in Price

Winnipeg.

TEAS.—General advances are reported on practically all lines of bulk teas. Spot stocks are very light. Large packers are finding it difficult to secure lines within their cost allowance to maintain their regular blends. If many of these blends were put out at to-day's costs, retailers would be getting nearer a dollar per pound than prices asked now.

Cereal Quotations Are Unchanged

Winnipeg.

CEREALS.—The market for cereals is very strong, with the demand very

active. No changes are reported as compared with a week ago.

Rolled oats, 80s	4 20
Do., 40s	2 15
Do., 20s	1 10
Wheat granules, 98s	6 00
Do., 49s	3 05
Do., 24s	1 15
Barley, Ont., pot, 98s	5 35
Do., 49s	2 75
Do., pearl, 98s	7 50
Do., 49s	3 85
Do., 24s	2 00
Cornmeal, yellow, ½ sack	2 75
Do., ¼ sacks	1 40
Do., bales	6 15
Standard oatmeal, coarse, 98s	5 50
Do., 49s	2 80
Do., 24s	1 45
Granulated oatmeal same prices as standard.	
Dried peas, yellow, whole, per lb.	0 04
Dried peas, green, per lb.	0 10½
Split peas, 98s	7 75
Do., 49s	3 90
Do., small lots, lb.	0 08½

Fancy Biscuits Are Advancing

Winnipeg.

FANCY BISCUITS.—An advance in fancy biscuits is looked for. There have been slight advances, especially in the cheaper lines. Manufacturers explain that on account of the higher prices being asked for sugar, cocoanut, flour, and the various ingredients entering into their manufacture that it will be necessary to advance many lines.

White Beans in Heavy Demand

Winnipeg.

BEANS.—There is a very heavy demand for white beans. Prices have been very firm with slight advances noted by some shippers. Selected quality, hand picked, are being quoted at $7.75 per bag of 100 pounds.

Macaroni Likely To Be Higher

Winnipeg.

MACARONI.—Due to the high cost of wheat and labor, macaroni looks like good buying at to-day's prices. Manufacturers say they cannot continue to sell at present prices for very long. Wheat has just advanced twenty cents per bushel, and a general increase in wages went into effect some weeks ago in many macaroni factories.

Olive Oil is Quoted Higher

Winnipeg.

OLIVE OIL.—Quotations from France for the better grades of olive oil are quoted higher. Some lines have advanced as much as fifty per cent. There is a heavy demand for olive oil just now. Large buyers are placing heavy import orders. The retailers will be well advised to fill up his stock of the various sizes.

Candy Situation Not Improving

Winnipeg.

CONFECTIONERY.—Owing to delayed deliveries and the general scarcity of sugar, nuts, etc., there is a great shortage of many of the more popular confectionery lines. Many shipments are reported to be in transit, but there is fear expressed that they will not arrive in time to be put on sale for the Christmas trade. There has been a quick jump in bulk cocoanut. American shippers report an advance of three cents per pound. There is an advance of one cent per pound reported on one or two lines of bulk cocoa.

Advance in Flour Is Reported

Winnipeg.

FLOUR.—Owing to an advance in cotton sacks of five cents, flour has consequently advanced five cents when put up in cotton sacks.

FLOUR

Government Cotton Sacks, 98 lbs. per sack	5 40
Jute bags, 98 lbs., per sack	5 35
Do., (2) 49 lbs., per sack	5 45
Do., (4) 24 lbs., per sack	5 55

QUEBEC MAY HAVE DEPARTMENT COMMERCE AND INDUSTRY

At its meeting last week the Montreal Chambre de Commerce carried a resolution to the effect that the creation of a Ministry or Department of Commerce and Industry for the Province of Quebec should be urged upon the provincial authorities. This resolution was framed by the executive committee and brought in by the president, Joseph Quintal. The resolution was as follows:

"The executive has the honor to recommend that the Chambre de Commerce urges the Provincial Government to study the possibilities of creating, at Quebec, a Ministry or Department of Commerce and Industry, which are now widely scattered, and which have for its object the advancement, by all possible means, of commerce and industry in the Province of Quebec."

The Shoe on the Other Foot!

BOSS, WE'VE DECIDED TO GO OUT ON STRIKE
TELL YOU WHAT I'LL DO BOYS - I'M TIRED OF WORRYING ABOUT MY OWN SALARY - YOU DO THE WORRYING. GUARANTEE ME MY SALARY — EVEN IF YOUR SALARIES HELP TO PAY IT — HIRE ME AS MANAGER AND I'LL SPLIT THE PROFITS
LIKE H--L WE WILL!
ART ELEPHANT

—FROM THE RETAIL PUBLIC LEDGER.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 16.—British Columbian peaches have not been damaged by frost. Sweet potatoes will be scarce. They are quoted to the trade at $8. Japanese oranges are down to 87 cents. Local potatoes are $60 per ton. Oregon currants are expected and will sell at 27 cents. Christmas business is reported double that of last year.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 16.—Flour has advanced 10c per barrel. Campbell's soups are up 20 cents per case. Tapioca is quoted at from $13.50 to $15 per cwt. Cheese is from 33 to 34 cents per pound, and lard in 3s is offered at from $18.60 to $20.40. The best grade of sockeye salmon, in the talls, are $19 per case, and in the halves $21. Good supplies of California and Smyrna figs are being offered. Shelled almonds and California raisins have also arrived. Bleached sultanas are 28½ cents, and Australian valencias are 21 to 25 cents per pound. Grapefruit is $6.25 per case. Cocoanut, shoe polish and Jell-O are quoted slightly higher. A few local new-laid eggs are 90 cents a dozen. Western States fresh pullet eggs are $27 per case.

Flour, No. 1 patents, bbls., Man.	....	12 60
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	13 00	13 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 20
Sugar—		
Standard, granulated	....	12 10
No. 1, yellow	....	11 60
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	....	0 90
Eggs, case	....	0 65
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	....	0 60
Butter, tub	....	0 58
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard, case	....	3 75
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 75
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	7 00	7 50
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	....	6 25
Apples, Western, box	4 00	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 16.—Business is reported satisfactory. Big Christmas sales feature most concerns. They have had an excellent year. Few changes are reported in markets; an advance in flour is expected because the American embargo is lifted. Pure lard shows a slight increase at 32 to 32½ cents. Dairy stock is scarce. Eggs are higher, the fresh at 80 and 85 cents, and the case eggs at 65 and 70 cents. Potatoes will be higher, and have already advanced to $4 and $4.25. Poultry is reported fairly plentiful, but turkeys are high at 65 cents per pound. They will be higher next week.

Flour, 96s, per bbl.	....	10 70
Beans, B.C.	7 50	9 00
Rolled oats, 80s	....	4 45
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	....	0 15
Sugar, pure cane, granulated, cwt	....	....
Cheese, No. 1, Ontario, large	0 31	0 33
Butter, creamery, lb.	....	0 70
Do., dairy, lb.	....	0 55
Lard, pure, 3s, lb.	0 32	0 32½
Eggs, new-laid, local	0 80	0 85
Do., No. 1 storage	0 65	0 70
Tomatoes, 2½s, standard, case	4 00	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	....	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17
Do., 50-60s	....	0 20
Do., 30-40s	....	0 26
Do., 20-30s	....	0 31
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	60 00
Oranges	....	6 35
Lemons	....	7 75
Grapefruit	....	7 00
Pears, evaporated, lb.	....	0 33½
Pineapples, 2s	....	6 20
Do., 2½s	....	7 90

WINNIPEG PROVISION MARKETS

(Continued from page 60

Do., twins	....	0 32¼
Do., triplets	....	0 33¾
Manitoba, large	....	0 31
Do., twins	....	0 32
Ontario Stilton	....	0 35½

Lard Prices Are Easier

Winnipeg.

LARD.—Lard prices are easier, showing a decline of about 2½c per pound.

LARD		
1-lb. cartons	....	0 33½
20-lb. wood pails	....	7 00
20-lb. tin pails	....	6 58
50-lb. tin pails	....	16 37
360-lb. tierces	....	0 32½

Fish Quotations Are Unchanged

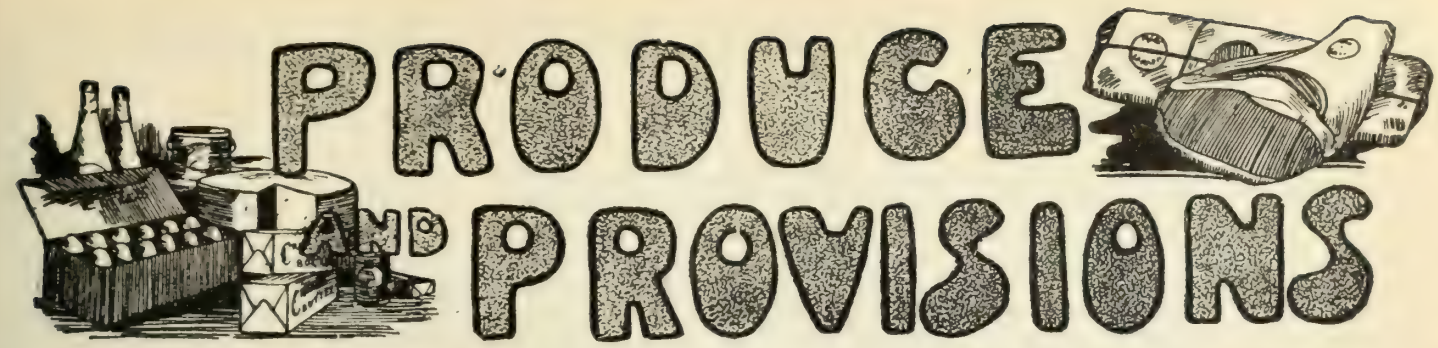
Winnipeg.

FISH.—Fish quotations are the same as last week, with the exception of a slight decline of half a cent per pound in Lake Superior herring from 5 to 4½ cents per pound.

FROZEN FISH		
Halibut, chicken, 300-lb. case	....	0 17
Do., broken cases	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Cohoe, broken cases	....	0 21½
Do., case lots	....	0 20½
Red Spring, case	....	0 23½
Do., broken cases	....	0 24½
Whitefish, dressed, case lots	0 12½	0 13½
Do., broken cases	....	0 13½
Black Cod, lb.	....	0 12
Brills	....	0 09
Soles	....	0 09
Herring, Lake Superior, 100-lb. sacks	....	4 50
SMOKED FISH.		
Bloaters, Eastern, per case	....	2 60
Haddies, 30-lb. case, per lb.	....	0 14
Do., Western	....	2 40
Do., 15-lb. case	....	0 14½
Kippers, fancy Western, per box	....	2 30
Do., Eastern, per box	....	2 20
Fillets	....	0 15
SALT FISH		
Cod Steak, 2s, per lb.	....	0 16
Blue Nose Cod, 20-1s, per lb.	....	0 15½
Acadia Cod, 12-2s, per lb.	....	0 16
Do., 20-1s, per lb.	....	0 16
Salt Herring, ½-bbl., per bbl.	....	7 00
Do., 20-lb. pails	....	1 75
Do., 10-lb. pails	....	0 90
Holland Herrings, Milkers	....	1 40
Do., mixed	....	1 30

PRODUCE ASSOCIATION CONVENTION TO BE HELD IN HAMILTON

The eighth annual convention of the Canadian Produce Association will be held at the Royal Connaught Hotel, Hamilton, on February 10th and 11th. It is expected that the Hon. B. F. Tolmie, Minister of Agriculture, will be present, and will address the members at their banquet on the evening of the 10th.



Packer and Livestock Raiser Have Mutual Interests

J. S. McLean, of the Harris Abattoir Company, Makes a Strong Plea for a Better Understanding Between the Two Vital Elements of the Livestock Industry

AT the first directors' luncheon of the Ontario Winter Fair, at Guelph, Ont., J. S. McLean, secretary-treasurer of the Harris Abattoir Company, made an effective reply to the numerous charges of profiteering that had been made against the packing industry, and showed, in a very vivid and forceful way, how the interests of the packer and the live stock producer were one and the same.

Mr. McLean did not hesitate to say that it was in the packers' interests to see that good prices were paid for live stock, but at the same time he warned the producer that their industry, like all others, must have its losing periods, and that such a period might not be far distant. He urged the necessity of considering the industry on a basis of a period of years rather than on an individual season, if a correct perspective were to be obtained.

With regard to the matter of prices of hog products, Mr. McLean said: "The packing houses convert the live animal into meat and dispose of the latter to the consumer, and retain only a fraction of a cent per pound as payment for the work. Throughout the past five years, in which the packers have been most under fire, their profit had been 25 cents per 100 pounds of meat, and as the average per capita meat consumption of the country was 160 pounds, the average cost of the packers' work to the consumer was 40 cents. If we are looking for a solution of the high-cost-of-living problem, we can hardly find it by attacking the packing houses."

A Double Duty

The packers have a two-fold duty, Mr. McLean pointed out. First, they must buy all the stock of the farmer for food purposes, and must provide a market at all times for all that is offered; second, the packing house operator must roam the world, with a view to discovering the most advantageous markets for the finished product, and, coming back, must pay the farmer such prices as the world market will permit. The Canadian packer has fairly well held up to his duty in this respect, said the speaker. With regard to Canadian bacon, Mr. McLean said that it enjoyed the reputation of being the best on the British market, commanding as high a price as the best of the home product, and being well ahead of that produced in any other country, in that respect. The reason for this was that the Canadian farmer produced the desired type of hog. "But," he said, "without the packer's effort in preparing the product, the bacon would not enjoy this prestige. As to the matter of the packer paying the farmer all that the trade would permit, he pointed out that the Canadian price for live hogs had for a long time averaged two cents per pound higher than the American price: a difference that amounted to about $4 on the average bacon hog, and on the amount of business done annually to about $100,000,000 more than if the hogs had been sold in the United States.

"At times, there has been a feeling that there was a variance of interest between the two bodies" (packers and producers), said Mr. McLean; "but this is not so. The farmer's interest is the packer's," he declared, "and the packers realize that if the price paid the farmers was not sufficient, the supply would fall off, to the disadvantage of the packer."

Speaking of price fluctuations, Mr. McLean claimed that, as a result of economic conditions, the farmers could not look for a profit all the time. All industries ran into losing periods. For the past five years the farmers had made steady profits, but now the highest price for hogs had been passed. "In the decline, it is inevitable that some animals, hogs and others, will be sold at a loss."

The speaker was satisfied, however, that the means of greatest profit to the farmer is his live stock over a period of years, and he appealed to stockmen not to be discouraged by individual losses, which were rather a reason for staying in the business of breeding and feeding. Feed, based on the fixed price for wheat, made the production of hogs, for which the price is not fixed, a difficult matter, but before long the wheat supply would return to normal, and the fixed price would be removed, while prices of feeding grains would decline, he predicted.

Live Stock Industry Sound

On the other hand, live stock and live stock product prices would stay at a reasonably high level for a much longer period; therefore, the live stock man's best plan is to keep on producing. Mr. McLean's experience on the grain and stock situation in Europe within the past six months had confirmed his opinion in this regard.

WILL SEEK CHANGE IN FISHING LAWS

M. P. McCaffrey, president of the Board of Trade of Prince Rupert, B.C., who was in Montreal last week, stated that strong efforts are being made with regard to changes in existing regulations governing the salmon fishing industries in Northern British Columbia.

"It is now pretty generally known that Prince Rupert is in the centre of what is regarded as the world's biggest fisheries. While it is a supply base for the whole north country, and has many excellent industries, including a great shipbuilding and ship repairing plant, on which it relies for its continued prosperity and development, it depends very largely upon its fisheries," said Mr. McCaffrey. The citizens of Prince Rupert feel that they are working under a severe handicap in connection with the salmon fisheries. That this handicap will very shortly be removed by the Minister of Marine and Fisheries, is the hope of the citizens of Prince Rupert.

Prince Rupert people look upon salmon fishing industry, as at present arranged, as being virtually a monopoly —a great natural resource in the hands of a comparatively few people.

Mr. McCaffrey pointed out that the people of his city wanted equal rights in connection with the fishing industry. This involves a careful consideration of how fishing grounds should be handled.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 16—Features of the week in provision markets are those of an unsettling of the undertone for pork, although there was no actual change in the quotation. Supplies were picked up by the trade and the developments immediately ahead will depend upon the trend of markets in outside points and where the tendencies have been downward. Cured hams and some grades of bacon have reacted upward. This has been true with regard to barrel pork, prices advancing from $2 to $4 per barrel. While the butter market has not changed, quotably, there seems to be likelihood of export again developing to the States, and where, under the exchange situation, butter will now bring a higher price. Lard prices are inclined to stiffen under a heavy buying that has become excessive as related to the supplies. Cheese may decline if export cannot be profitably arranged and which does not now seem likely. New-laid eggs are much higher and poultry is higher for choice killed stock to the buyer, while buying prices are lower. Fish markets are active.

Somewhat Unsettled But Fresh Meats Held

Montreal.

FRESH MEATS.—While there was some uneasiness, and a consequent unsettling of the undertone, hog markets have ruled without substantial change this week. There has been a fair run of hogs, and with a fair consumptive demand, the supplies have been picked up quite readily. Cattle markets, too, have been unchanged, from a quotable standpoint. The consumption of meats has continued seasonably active.

FRESH MEATS—		
Hogs, live (selects)	16 50	17 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	24 50	25 00
Country dressed	23 00	24 00
Fresh Pork—		
Leg of Pork (foot on)	....	**0 31½**
Loins (trimmed)	....	0 34½
Loins (untrimmed)	....	**0 32**
Bone trimmings	0 18	**0 21**
Trimmed shoulders	....	**0 25**
Untrimmed	....	**0 23**
Pork sausage (pure)	....	**0 24**
Farmer sausages	....	**0 18**
Fresh Beef—		
(Cows)		(Steers)
$0 19 $0 22 ..Hind quarters..	$0 25	$0 26
0 12 0 14 ..Front quarters..	0 15	0 16
.... 0 27 ..... Loins	....	0 36
.... **0 22** ..... **Ribs**	....	**0 25**
.... 0 12 .... Chucks	....	0 14
.... 0 18 .... Hips	....	0 19
Calves (as to grade)	0 22	0 28
Lambs, 60-80 lbs. (whole carcass), lb.	....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	**0 18**

Upward Reaction in Hams and Barrel Pork

Montreal.

CURED MEATS.—There was considerable reaction upward on cured hams this week, some weights being marked two to four cents a pound higher than the prices obtaining last week. This seems attributable to a heavier demand incident to the season. One or two lines of bacon, also, were marked up. Barrel pork is firmer again, being marked up $2 to $3 per barrel. Under the easing tendencies of fresh pork, it is probable that this stiffening of price will be but temporary.

Hams—		
Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	....	0 35
12-14 lbs.	....	0 36
14-20 lbs.	....	0 35
20-25 lbs.	....	....
25-35 lbs.	....	0 30
Over 35 lbs.	....	0 28½
Boneless (for slicing), 4c advance over above prices.		
Bacon		
Breakfast	....	0 39
Windsor	....	0 50
Cottage Rolls	....	0 32½
Picnic Hams	....	0 27
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	54 50	56 50
Clear fat backs (bbl.), 40-50 pieces	....	64 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	30 00
Mess Beef	....	23 00
Bean Pork	....	53 00

A Seasonable Sale For Cooked Meats

Montreal.

COOKED MEATS.—There has been little change of undertone, and no change in the price list for various cooked meats. There is a steady and seasonable consumptive demand, and supplies are ample to take care of the needs.

Head cheese	....	0 14
Choice jellied ox tongue	....	**0 55**
Jellied pork tongues	....	**0 40**
Jellied Pressed Beef, lb.	....	**0 32**
Ham and tongue, lb.	....	**0 30**
Veal and tongue	....	**0 23**
Hams, cooked	....	0 49
Shoulders, roast	....	....
Shoulders, boiled	....	**0 44**
Pork pies (doz.)	....	....
Blood pudding, lb.	....	**0 12**
Mince meat, lb.	0 15	0 19
Sausage, pure pork	0 23	0 24
Bologna, lb.	....	**0 13**

Exchange Difference Favors Butter to U.S.

Montreal.

BUTTER.—Under the present position attained through the exchange situation, it is stated that the shipment of round lots of butter to the United States market is very favorable to the Canadian trade. For instance, with butter selling at around 77 cents, New York basis, the Canadian holder may ship to that market, pay his two cents freight, and, under the present rate of discount, sell in New York at 75 cents per pound, and thus get several cents a pound more there than he can in the home market. It is understood that shipments went forward there last week. Quantities have also been forwarded to the Belgian and French mar kets, it is stated.

The only price change of the week is that of a new quotation for "No. 2 Creamery," this being two cents per pound under the quotation for "Cream ery." Dairy butter is one cent less. The consumption is large.

BUTTER—		
Creamery, prints, fresh made	....	0 69
Creamery, solids, fresh made	....	0 68
Creamery No. 2, solids	....	0 67
Do., prints	....	0 66
Dairy, in tubs, choice	0 61	0 62
Dairy prints	0 62	0 63
Bakers'	....	0 55

Lard Prices Stiffening Under Lessened Supply

Montreal.

LARD.—An interesting situation has developed of late, in that the supply of lard is not equal to the demand—considering export demand and that of home consumption. One informant stated to CANADIAN GROCER this week that they had been asked, several times, to cancel an order which had been placed some time ago for supplies, the seller not wanting to deliver. Under these conditions, the market has been stiffening, and it would scarcely be surprising if there are mark-ups soon.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 29	0 30
Tubs, 50 lbs., per lb.	0 29½	0 30½
Pails, 20 lbs., per lb.	0 29¾	0 30¾
Bricks, 1 lb., per lb.	0 31	0 32½

With Lard Price Fair Shortening Sales Light

Montreal.

SHORTENING.—While there is some difference in the differential basis for lard, this difference is not great enough to throw the demand on shortening, and, as a consequence, the sales of the latter are reported light. Prices have remained unchanged, and supplies of the compound are quite large enough to meet all requirements.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 28
Tubs, 50 lbs., per lb.	....	0 28½
Pails, 20 lbs., per lb.	....	0 28¾
Bricks, 1 lb., per lb.	0 30	0 30½

Little Cheese Sold For Export; Easier

Montreal.

CHEESE.—Under the present position of exchange rates, there is little encouragement to those holding cheese to export. As a consequence, there will

be an accumulation of stock here, unless the difficulty mentioned is soon relieved, and with consumptive demand just fair, it is a question if the market will not soon decline. Stocks, as shown by the Government storage report just issued, are materially heavier than those of last year. If the export could be maintained, the market would be active, for it is stated that there is a great need for cheese in European countries. One informant stated that a report passed among the trade last week, giving figures to the effect that no fewer than 100,000,000 people would be in dire need of food supplies there this winter, with a prospect of them being absolutely short of their needs.

CHEESE—		
New, large, per lb.		0 31
Twins, per lb.		0 31
Triplets, per lb.	0 31	0 32
Stilton, per lb.		0 35
Fancy, old cheese, per lb.		0 35

Exchange Tends to Firm Oleomargarine

Montreal.

MARGARINE.—Sales of margarine are limited, despite the fact that butter holds high. The higher exchange rates are beginning to manifest a firming of the price for imported margarine, and while prices still rule at 37 cents to 39 cents per pound, in prints, it is probable that there may have to be increases to take care of the higher prices paid for imported margarine.

MARGARINE—		
Prints according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 31	0 34

Higher Prices For Strictly New-Laids

Montreal.

EGGS.—For strictly new-laid eggs, as much as $1.25 per dozen is being charged. The supply, even at this, is a very limited one, and all offerings are quickly picked up. There is much use of best storage stock these days, and supplies are being rapidly eaten into. The movement is heavy.

EGGS		
No. 2		0 55
No. 1		0 58
Selects	0 65	0 66
New laids	1 10	1 25

Higher Dressed Poultry Buying Prices Lower

Montreal.

POULTRY.—Under the heavy demand for best dressed poultry, material advances have been effected this week, and there is a decidedly active demand. On the other hand, prices are lower to the seller of dressed and live birds, and this is attributed to the poor class of stock shipped forward. For real choice birds, a premium of three to four cents a pound is being offered.

POULTRY (dressed) (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 42	0 44
Ducks—		
Brome Lake (milk fed green)		0 48
Young Domestic		0 48
Turkeys (old toms), lb.		0 48
Do. (young)		0 53
Geese		0 32
Old fowls (large)		0 34
Do. (small)		0 30

(Buying Prices)	Live	Dressed
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 33	0 34
Geese—		
Young	0 23	0 26-0 28
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 32-0 33	0 37-0 40

Salt and Pickled Fish Lags; Frozen Active

Montreal.

FISH.—The undertone on salt and pickled fish is an easier one, and this is due to the lightness of demand from consumers. The present sales are heavier of frozen fish, and the movement is very satisfactory. Prospects, say the dealers, are that the winter season will be very active, and while the weather conditions on the coast have somewhat deferred shipments, there is a large variety. Christmas trade in oysters, prawns, shrimps, lobsters and scallops is active.

FRESH FISH		
Haddock	0 07	0 07½
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel		0 17
Flounders	0 08	0 10
Prawns		0 45
Live Lobsters		0 40
Salmon (B.C.), per lb., Red		0 30
Skate		0 12
Shrimps		0 40
Whitefish		0 16
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 18	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 16	0 18
Smelts, No. 2, per lb.	0 11	0 12
Smelts, extra large		0 28
Pike, headless and dressed	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 50
Alewires	0 05½	0 06
SALTED FISH		
Codfish—		
Large bbl., 200 lbs.		20 00
No. 1, medium, bbl., 200 lbs.		17 00
No. 2, 200-lb. barrel		15 00
Strip boneless (30-lb. boxes), lb.		0 20
Boneless (24 1-lb. cartons), lb.		0 20
Ivory (2-lb. blocks, 20-lb. boxes)		0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.		16 00
Skinless, 100-lb. boxes		16 50
Pollock, No. 1, 200-lb. barrel		15 00
Boneless cod (2-lb.)		0 23
PICKLED FISH		
Herrings, Scotch cured, half bbl.		12 00
Do., Scotia, barrel		12 00
Do., half barrel		6 50
Mackerel, barrel		25 00
Salmon, B.C., 200 lbs.		25 00
Labrador Salmon, barrels		26 00
Sea Trout, 200-lb. barrels		25 00
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.		0 12
Eels, lb.	0 16	0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 11	0 12
Fillets	0 17	0 18
Bloaters, box		2 50
Kippers	2 15	2 50
Digby Chicks, in bundles, per box		0 24
Boneless Smoked Herring, 10-lb. box, lb.		0 25
OYSTERS		
Cape Cod, per barrel	13 00	15 00
Batouche, per barrel		14 00
Malpeques shell oysters, choice, bbl.		18 00
Do., XXX, bbl.		16 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 40
Can. No. 5 (Solids)	11 20	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00
SUNDRIES		
Paper Oyster Pails, ⅛ per 100		1 50
Paper Oyster Pails, quart size, per 100		2 25
Crushed Oyster Shells, 100-lbs.		1 50

ONTARIO MARKETS

TORONTO, Dec. 19—Fresh meats show a rising tendency this week and some are quoted higher. There is a very active demand for high-class beef for the Christmas trade. The butter market continues very strong and eggs are also higher. Poultry is arriving freely for the Christmas trade and quotations promise to be high on turkeys.

Fresh Meats Quoted Higher

Toronto.

FRESH MEATS.—Fresh meats show higher prices this week. This is largely due to the excessive demand for the Christmas trade. Prices are all very strong. Pork tenderloins are quoted at from 47 to 48 cents per pound, and fresh loins of pork at from 35 to 36 cents. Fresh beef is higher in price, the hind quarters selling at from 18 to 28 cents per pound, and the front quarters at from 12 to 20 cents. Calves are quoted at from 20 to 27 cents, and spring lambs at from 22 to 27 cents.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.		16 50
Live, fed and watered, per cwt.	16 25	16 50
Live f.o.b., per cwt.		15 25
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 28
Loins of pork, lb.	0 35	0 36
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 22	0 24
New York shoulders, lb.		0 24
Boston butts, lb.		0 30
Montreal shoulders, lb.		0 25
Fresh Beef—from Steers and Heifers		
Hind quarters, lb.	0 18	0 28
Front quarters, lb.	0 12	0 20
Ribs, lb.	0 18	0 32
Chucks, lb.	0 16	0 35
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 20	0 27
Spring lamb, lb.	0 22	0 27
Sheep, whole, lb.	0 12	0 15
Above prices subject to daily fluctations of the market.		

Provisions Are Unchanged

Toronto.

PROVISIONS.—No changes are reported in the market for provisions. Bacon and ham are quoted unchanged

from a week ago; and, in fact, prices have been steady since the new quotations were inaugurated a few weeks ago. There is an active demand for smoked meats.

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 59	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 27
Do., av., 80-90 lbs.		0 25
Clear bellies, 15-30 lb.		0 28
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 16-20 lbs.		0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
ing, per lb.		0 44
Barrel Pork—		
Mess pork, 200 lbs.		42 00
Short cut backs, bbl. 200 lbs.		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy		50 00
Lightweight		60 00

Above prices subject to daily fluctuations of the market.

Moderate Inquiry For Cooked Meats

Toronto.

COOKED MEATS. — There is a moderate inquiry for cooked meats. Boiled hams are selling to the trade at from 47 to 50 cents per pound. Roast hams are from 50 to 52 cents per pound.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 13	0 14
Choice jellied ox tongue, lb.		0 55
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Butter Quoted at High Levels

Toronto.

BUTTER.—The market for butter continues to show higher levels. Creamery prints are in heavy demand, and they are quoted to the retail trade at from 67 to 70 cents per pound. Dairy prints are 58 and 60 cents per pound.

BUTTER—		
Creamery prints (fresh made)	0 67	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.		0 56

Cheese Prices Firm But Unchanged

Toronto.

CHEESE.—Large cheese are selling to the trade at from 31 to 32½ cents per pound, and the Stiltons at from 34 to 36 cents. The market is very strong, and the demand active.

CHEESE—		
Large	0 31	0 32½
Stilton	0 34	0 36

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

High Exchange Affects Egg Prices

Toronto.

EGGS.—As most of the eggs that are being sold in this market are being brought in from the United States, quotations are rendered higher this week by reason of the high rate of exchange that is prevailing. Selects are quoted at from 63 to 65 cents per dozen, and No. 1 storage eggs at 61 cents. Special new laids, of which there are very few offered, are 90 and 95 cents per dozen.

EGGS—		
No. 1 storage, doz.		0 61
Selects	0 63	0 65
Special new laids, in cartons	0 90	0 95

Prices shown are subject to daily fluctuations of the market.

Margarine Sells Fairly Well

Toronto.

MARGARINE.—There is a very fair demand for margarine, at prices holding steady, with the exception of nut margarine, that is now selling at from 34 to 35 cents per pound.

MARGARINE—		
1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 34	0 36
Do., No. 3	0 30	0 31
Nut margarine, lb.	0 34	0 35

Lard Sells at Steady Figures

Toronto.

LARD.—No change in lard is reported this week. It is selling freely at 29 and 29½ cents per pound.

Shortening is Selling Well

Toronto.

SHORTENING.—There is a very fair demand for shortening at unchanged prices.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Frozen and Smoked Fish in Demand

Toronto.

FISH.—No changes are reported in fish quotations this week. There is an active demand for both frozen and smoked fish. Oysters are selling freely. The amount of fresh fish offered now is very small.

Turkeys Will Be High For Christmas

Toronto.

POULTRY. — Poultry receipts are very heavy. Turkeys are not coming along as freely as they might, and it is difficult to say, dealers state, just what the supply will be for Christmas. Prices have advanced in the last week. They are quoted to the trade at from 50 to 55 cents. Geese are selling well, too, at from 27 to 30 cents, and spring chickens range all the way from 28 to 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 35	-$0 40
Do., young, lb.	- 0 35	- 0 45
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 25	- 0 30
Fowl, under, 3½-5 lb.	- 0 22	- 0 28
Ducklings, 3½ lbs. up	- 0 25	- 0 30
Geese	- 0 18	- 0 24
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

		Dressed
Hens, heavy		0 32
Do., light	0 20	0 28
Chickens, spring	0 28	0 35
Ducklings	0 28	0 34
Geese	0 27	0 30
Turkeys	0 50	0 55

WINNIPEG MARKETS

Prices of Hogs Are Very Firm

Winnipeg.

HOGS.—Lighter shipments of hogs are reported, and prices are firm. There is reported a heavy supply of sheep and lambs on the market. Prices are steady.

Pork—		
Selects		15 50
Lights	13 50	14 50
Heavies		13 50
Sows		11 00
Sheep and Lambs		
Good lambs		13 75
Medium lambs		10 50
Good sheep	9 00	10 00
Steers—		
Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows—		
Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25

Potatoes Are $2 and $2.25 Bag

Winnipeg.

VEGETABLES.—Potatoes are selling at from $2 to $2.25 per bushel and turnips are $2.50 per cwt. Onions are in heavy demand at $4 for Manitoba onions and $5 for B. C. onions.

Potatoes, per bush.	2 00	2 25
Turnips, per cwt.		2 50
Carrots, per cwt.		4 00
Beets, per cwt.		3 00
Cabbage, per cwt.		4 00
Man. Onions, per cwt.		4 00
B.C. Onions, per cwt.		5 00

Butter Prices Firm and Steady

Winnipeg.

BUTTER.—Butter remains very firm and prices show no changes.

Creamery butter, in cartons, lb.		0 70
Do., bulk, lb.		0 69
Do., choice, in cartons, lb.		0 69
Dairy, finest prints		0 64
Do., choice, solids		0 48
Margarine, 1-lb. prints	0 37½	0 38

New-laid Eggs 90 Cents a Dozen

Winnipeg.

EGGS.—The market for eggs is very strong. New-laid eggs are very strong at 90 cents per dozen.

EGGS—		
Choice, in cartons	0 66	0 70
Candled	0 58	0 60
Loose	0 55	0 56

Cheese Selling Very Freely

Winnipeg.

CHEESE.—September cheese is advancing rapidly.

CHEESE		
Ontario, large		0 33

(Continued on page 56)

Greetings

A Year of Peace and Prosperity brings to Christmas this year much of its old time spirit of Joy and Gladness.

∴

May you and yours have a bountiful share in its Blessings, and may the coming New Year yield its full measure of Success and Happiness to all your hopes and ventures.

The Wm. Davies Co., Limited

Toronto and Montreal

Christmas, 1919

A Merry Christmas and A Happy New Year

SINCERITY backs the wish that all our dealers have a most Merry Christmas and a Happy New Year.

To you who have so loyally supported us during the year 1919, we tender our thanks, and trust that fortune will continue to further your endeavors, and that justified success may be with you through the coming years.

Accept the wish in the spirit it is given——the spirit of friendship and loyalty.

CANADIAN PACKING CO. LIMITED

Successors to

MATTHEWS-BLACKWELL, LTD.

Branches at

Winnipeg Fort William
Ottawa Sydney
Halifax

Plants at

Toronto Montreal Hull
Peterboro Brantford

Every Package Sold Builds Up Good Will

"EASIFIRST" is a pure, snowy-white shortening that splendidly fills every cooking purpose at a lower cost than butter or lard. Every housewife who once buys it from you becomes a firm friend to EASIFIRST—and to you!

Gunns LIMITED
WEST TORONTO

Repeat Sales Absolutely Certain

Popular on Both Sides of the Counter

Concentrate on Armour Oval Label Products. They ensure repeat sales. They make for a rapid stock-turn and increased profits.

The Armour Oval Label is a dependable guarantee of utmost quality, purity and highest value. It enables customers to make a quick and satisfactory selection of food products. Think of the time you can save by concentrating on these quality products.

Write the nearest Branch House or to us direct.

ARMOUR AND COMPANY

GENERAL OFFICES AND PLANT:
HAMILTON, ONT.

BRANCH HOUSES:
TORONTO, MONTREAL,
SYDNEY, N.S., ST. JOHN, N.B.

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

57 57

HEINZ Quality Begins with the Seed

To insure the grocer and his customers of the consistently high quality of the "57 Varieties," the Heinz Company aim to control, as far as possible, the handling of all materials from the soil to the consumer.

For this purpose the Company has established 19 branch factories throughout the world, each situated in the midst of a region best suited by soil and climate to grow the best products of their kind. Prompt handling of the freshly gathered crops is thus made possible, with the result that the "57 Varieties" contain only the finest and freshest of fruits and vegetables.

Consequently the Heinz label on a food product is a badge of quality.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada.

57 57

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.
Owen Sound, Ont.

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

"Manufactured in Canada"

Announcement

Temporary Delay in Shipments

DUE to the recent storm considerable damage was done to our plant, causing delay in shipments to our customers.

We very much regret the inconvenience you may have suffered, but we assure you that every effort is being made to make the necessary repairs as speedily as possible.

It is confidently anticipated that the plant will be running again at full capacity shortly.

The Canadian Salt Co., Limited
WINDSOR, ONT.

TRADE EXCELSIOR MARK

CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
Selected basswood handles.
Selected corn.
Closely stitched.
Well balanced.

Tough, Fine Corn
Can Ship from Stock.

J. C. SLOANE CO.
Owen Sound Canada

Mathieu's Syrup of Tar and Cod Liver Oil

is a good line to feature during the cold weather months because wherever tried it is recognized as a certain remedy for colds, coughs, la grippe and kindred complaints.

Get this line in stock in good time and recommend it strong.

Mathieu's Syrup of Tar and Cod Liver Oil--a splendid body builder.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

Owing to the high freights prevailing

CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

We offer for prompt shipment

CANNED SEA FOODS

Clams, Oysters, Finnan Haddie, Kippered Herring, Mackerel, Salmon of all grades, Lobster, Lobster Paste, etc.

We also have on spot a limited quantity of choice

Beaver Brand Stringless Green Beans
Standard 2's—two doz. to case.

Beaver Brand Blueberries
1 lb. talls—four doz. to case.

Beaver Brand Chicken

New pack canned chicken in pound talls and flats now on hand. All goods are guaranteed quality and your orders will receive our best and prompt attention. Prices furnished on request.

J. W. Windsor Limited, - Montreal, Que.

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A Towns and Cities Under 10,000 Population		CLASS B Centres Over 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Contest closes Jan. 3. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

Increase Your Profits

Attractive, clean, well-arranged store equipment will do more than anything else to attract customers to your store. It is one of the best advertising mediums you can have. Every customer impressed with your Walker Bin Fixtures will be a booster for your store.

The Walker Bin System will help advertise your store, bring increased trade, and best of all, increase your profits.

Let Walker Bin Fixtures increase your sales and earn bigger profits for you this Christmas. Write, enclosing your floor plan in rough, to-day.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

Your Customers Know Because We Advertise

Grocers appreciate the aggressive advertising which makes the merits of our brand of flour known to customers before they come in to give their orders. It makes selling easy.

PURITY FLOUR

(GOVERNMENT STANDARD)

is as good for bread baking as for pastry making. The name has become a household word throughout Canada by reason of our constant advertising to consumers. Take advantage of our national campaign for 1920 and sell more Purity Flour. It makes friends.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Courtenay, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Christmas Greetings

Gosse-Millerd Packing Co., Ltd.

Vancouver, Canada

BB

Sell Blackwoods Goods

Make your store the neighborhood headquarters for Blackwoods

TEMPERANCE DRINKS
PICKLES
BAKING POWDER
SAUCES
EXTRACTS
VINEGAR

All obtained from one reliable source. Write us.

Blackwoods Limited

Here Since 1876

WINNIPEG, - MANITOBA

Registered

Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--BRIER
INDEX
BRITISH CONSOLS

Chewing--PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

"The Tobacco with a heart"

B17

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arab Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York

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RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

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The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

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Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers and can place your line to best advantage. Agent for shippers of Oriental products
VICTORIA - VANCOUVER.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

Columbia Brand MEZZANI Made in Canada

MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

W. H. Edgett Ltd.
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS

Your customer scales a fish before it's ready for her table

Albatross Pilchards are SCALED—NO SCALES.
TRIMMED—no fins or tails.
CLEANED—no roe or entrails.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
[illegible] H. L. Beckwith, Victoria, B.C.

When Writing Advertisers Mention This Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceriers and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave. Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory—Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Eppe & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W. H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

OLIVE OIL
PRICES ARE ADVANCING
ORDER NOW
"Purity" Italian Olive Oil
"Pasco" Spanish Olive Oil
Quality Guaranteed
P. Pastene & Co. Limited
340 St. Antoine St. Montreal, Que.

OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND
AGENTS:
Manley & Baker, 31 Empress Offices, 364 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes write or write me for prices. Will quote good prices delivered your Station.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

EPPS COCOA
From now on
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

THE DOMINION TRADING CO
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

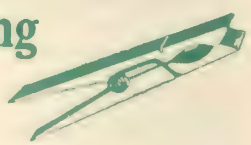
Industrial concern in new town requires first-class Retail Store Manager who can produce first-class credentials and provide $2,000 bond, in respect of which Company will pay fees. French and English. Liberal salary to thoroughly competent man. Apply Box 800, Canadian Grocer, Toronto.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

REX PRODUCTS
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG	S. H. MOORE & CO. TORONTO	KING & SOUTHCOT VANCOUVER
GAETZ CO. HALIFAX	W. S. CLAWSON CO. ST. JOHN	J. N. DION QUEBEC

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Made Under the British Flag

that's why "it's always good"

COX'S Instant Powdered GELATINE

A Merry Xmas and a Happy New Year to all our Customers in Canada

Cox's Gelatine will continue to be Canada's Favorite.
Are You Selling It?

Manufactured in the splendidly equipped Laboratory of

Messrs J. & G. Cox, Limited, Edinburgh, Scotland

For Sale by Leading Grocers Everywhere

Tees & Persse
Manitoba

Canadian Agents:
Arthur P. Tippet Co.
Montreal - Toronto

Martin & Robertson, Ltd
Vancouver

FRUITS FOR THE HOLIDAYS

Our Stock is Complete with all lines of

FOREIGN and DOMESTIC FRUITS FOR CHRISTMAS

If you require quick service try us.
We can ship the same day order is received.

How about your supply of Winter Apples?
We can supply most varieties.

Send Us Your Order.

Bell King Ltd., Montreal

Prompt Service

Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

This is a genuine furniture food. Preserves paint, varnish and all woodwork. Only one cloth necessary.

Contains no acids or kerosene. Non-inflammable and is a pleasure to use.

Mr. Grocer, send for a sample; try it on your own furniture first.

An absolute money-back proposition. **VLIT** must make good or we will.

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED
223 McGILL ST., MONTREAL

R. C. HANNAN, *Sales Manager*
(Formerly with Thomas J. Lipton)

MAIN 4927

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 6,500 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 6,500 and more likely places, remember that. No other single newspaper in the world gets into 6,500 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

SELLING Simcoe Brand is highly profitable. Do not let your supply run low.

Simcoe Brand Baked Beans

(With Tomato Sauce)

There is a brisk demand for Simcoe Brand Baked Beans right now. They are rich, nutritious and delicious hot or cold—ready to serve.

The quality of Simcoe Brand Baked Beans enables merchants to convert more and more customers to the habit of buying a *case at a time.*

Dominion Canners, Limited

HAMILTON, CANADA

A Most Acceptable Christmas Gift!

Instead of racking your brains for a Christmas gift for your clerk, why not make it a gift that will be instructive and educational along the lines of your business, thus proving of value to your clerk and to yourself.

Here it is—

One Year's Subscription to Canadian Grocer

Even though you receive the valuable information this paper contains from week to week yourself, your clerk may not take time to read it during business hours.

By having this go to his home every week of the year, it brings the reader much food for thought and makes a practical and appropriate Christmas gift.

Solve the Gift Problem Here:

CANADIAN GROCER is the only WEEKLY Grocery Business Paper in Canada. The market information alone is an education to any clerk. There are window displays, cardwriting articles, interior trims, business management articles, etc. Subscription price: $3.00 per year.

— — — — — — — — — — *Cut out this Coupon and mail today* — — — — — — — — — —

CANADIAN GROCER

143-153 University Ave. :: :: :: Toronto, Ont.

I have pinned $3.00 to this coupon. Please send CANADIAN GROCER for one year to

Name .....

Address .....

.....

and send a card, bearing my name and hearty greetings, to reach the recipient during the holiday season.

Name of Remitter.....

With a full appreciation
of the many favors which
you have extended to us
during the past year,
when conditions have often
been exacting and trying
in the extreme.
We beg you to take our
very best wishes for
a Happy Christmas

H. P. Eckhardt & Co.

A Merry Christmas & A Happy New Year

THE BOWES COMPANY, LIMITED
TORONTO, CANADA

RED SEAL BUT-A-PATS
REGISTERED
THE MAINLAND CONFECTIONERY CO.
VANCOUVER, B.C.

Merry Christmas

We wish you a joyous Yule-tide, and may "But-A-Pats" do their part to make the New Year a most profitable one.

A Merry Christmas

Your Christmas Merry and Bright, Your New Year fruitful in New Business, Good Health and Abundant Prosperity—that is our hearty wish to you, Grocers of Canada.

WALLACE FISHERIES, LIMITED

HEAD OFFICE:
VANCOUVER

Your Customers will Prefer Caldwell's (Whole) Tomato Catsup

Once they have tried this delightfully flavored catsup they will always buy it. It is a perfect blend of the best spices, onions, garlic and pure granulated sugar—a perfection that was reached only after patient testing and research. Each bottle is enclosed in a wrapper.

The price is $2.35 per doz., packed 2 doz. to the case. Freight paid on 10 cases anywhere in Ontario. We also manufacture Pure and Blended Jams and Worcester Sauce, etc.

Order through your wholesaler or direct.

The Wentworth Orchard Co.

Canners and Preservers

HAMILTON ONTARIO

KING GEORGE'S NAVY

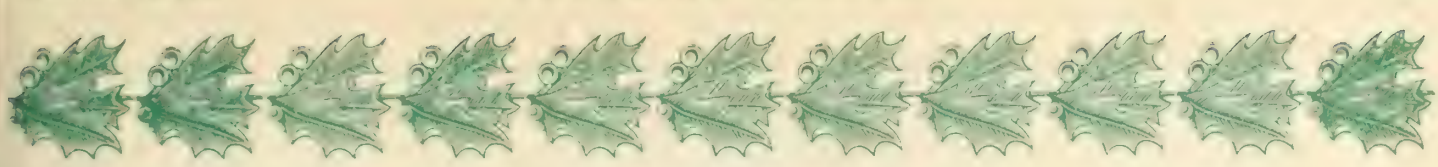
CHEWING TOBACCO

is always worth pushing

If you fully realized what real profit-making value there is in King George's Navy Chewing Tobacco you would get a display working for you immediately.

Start right in to-day and become one of those aggressive grocers who are "making good" with King George's Navy.

Rock City Tobacco Co., Ltd.



That you may
enjoy a

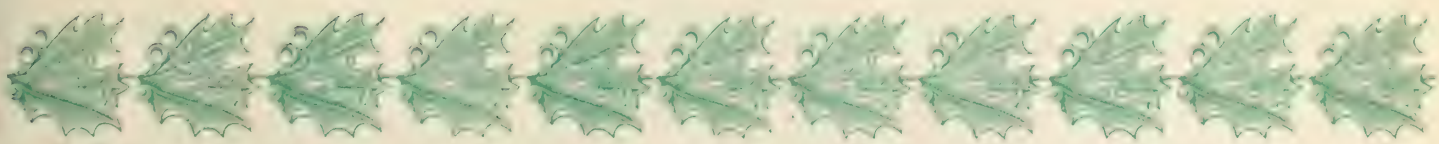
Merry Christmas

and a

New Year

Full of Prosperity

is the
earnest wish of



"NOBILITY"
CHOCOLATES

A Merry Christmas

We appreciate the kind favors of past years and extend to you—our patrons and friends, our heartiest wishes for a Merry Christmastide—a healthy, happy and prosperous 1920.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Scott & Thomas, Foy Bldg., Front St. W., Toronto
Maclure & Langley, Limited
Montreal Winnipeg

Greetings

To all our friends and customers who have favored us with their liberal patronage during the past year——

We wish a most Happy Christmas and a New Year of profitable business and good health.

We know that these two leaders will make our wishes to you a reality.

Agents for Manitoba, Saskatchewan and Alberta:
NICHOLSON, RANKIN, LIMITED, WINNIPEG, MAN.

Kelly Confection Company, Limited
Vancouver, B.C.

Merry Christmas
and a
Happy New Year

May Prosperity Be With You in 1920

We wish to thank all our customers and friends for their patronage during the year and hope to have the privilege of serving you during the coming year.

Our Motto

will be to serve you with the very best goods that we know how to manufacture. We are increasing the capacity of our plant and expect in a short time to be in a position to fill all orders on short notice.

Cie Canadian Importation Co.

140 St. Catharine St. East, Montreal

H. DAOUST, Manager

A Merry Christmas

A Happy New Year

Never a Christmas morning
Never the Old Year ends
But somebody thinks of somebody
Old days, Old times,
Old friends.

St. Williams Fruit Preservers
Limited
SIMCOE and ST. WILLIAMS, ONT.

Maclure and Langley, Limited
TORONTO MONTREAL WINNIPEG

"Good Cheer!"

May your Christmas be Merry and may the New Year bring your Prosperity, Health and Good Cheer in abundance.

For your kind and valued patronage of 1919, we thank you, and in the future may it be our privilege to serve you as in the past.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

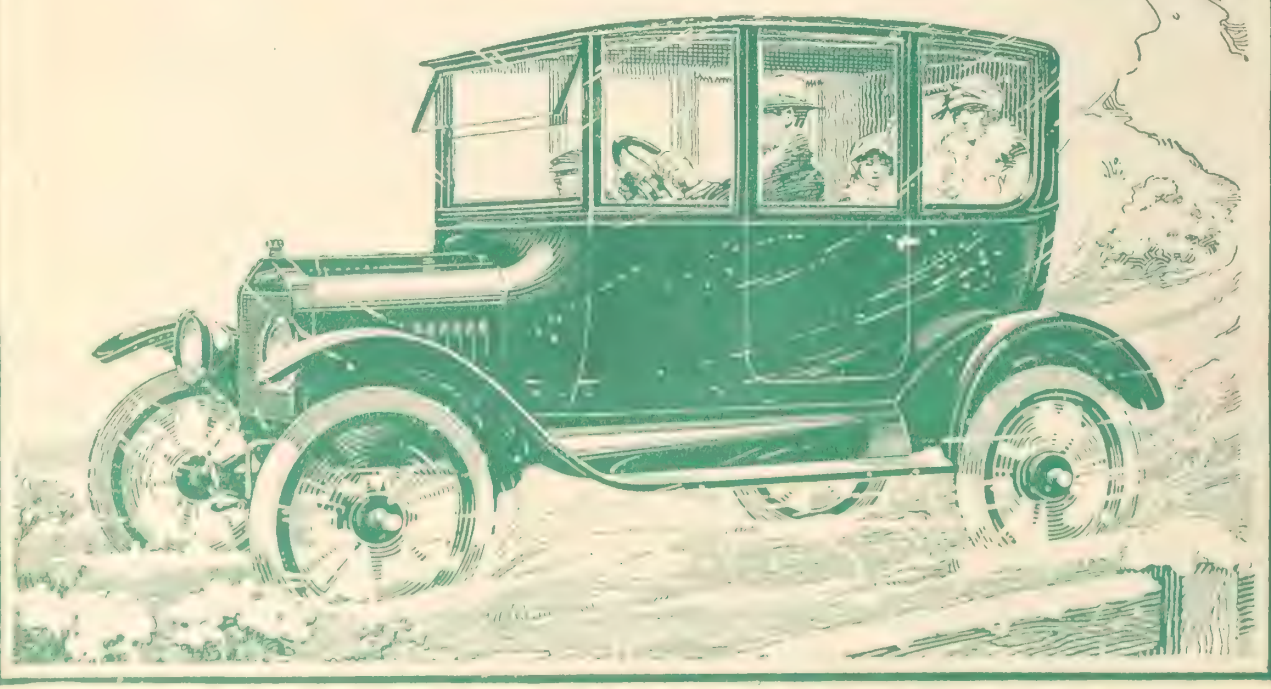
Canada Food Board License No. 1-603

Ford Motor Company
OF CANADA LIMITED
FORD, ONTARIO

A LASTING CHRISTMAS GIFT

The Ford Sedan will be a constant source of pleasure in the years to come.

Make this Christmas the beginning of a long season of happiness by presenting the family with a Ford Sedan—the car of comfort at a reasonable price.



The Secret

BEHIND THOSE LIGHT, FLUFFY BISCUITS

IS

EGG-O

BAKING POWDER

Why have Egg-O sales in Ontario increased twenty-one hundred per cent. in three years?

BECAUSE the *quality* is unique. Egg-O is a combination powder which carries on its leavening action from the time the ingredients are mixed until the baking is completed, thus ensuring the lightest and tastiest of cookery.

BECAUSE the *price* is right. Egg-O is the cheapest because it never fails, never loses its power.

BECAUSE Egg-O has *stood the test*. It has been tried under all conditions. From the coarsest to the finest of flours it has never failed to give results.

PUBLICITY without quality is a waste of money. Egg-O is advertised only for what it is, and thus its sales increase daily.

The satisfaction of all jobbers and customers, and the increased demand for our product should convince all merchants of the necessity of stocking up with Egg-O Baking Powder.

Results insure further sales.
Sold once, Egg-O sells itself.

Egg-O is carried in stock by all jobbers

BUY W·S·S WAR-SAVINGS STAMPS

EGG-O BAKING POWDER CO., LIMITED
HAMILTON, ONTARIO

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Grain Building, 21 & 23 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Cameron & Anvil, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
1's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
5's Tin or Wood, 6 pails in crate	1 36
5's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, Tom. Sce. or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
8 oz., Aylmer Quality	$1 90
12 oz., Aylmer Quality	2 35
	Per gal.
Gallon Jugs, Aylmer Quality	$1 62½
	Per doz.
Pints, Delhi Epicure	$2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal Parcel, each 48 cans	8 45
Matchless Brand, each 48 cans	8 45
Challenge Cream Brand, each 48 cans	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 can	3 20
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.

Lunch Ham—1s, $6.95; 2s, $13.85.

Ready Lunch Beef—1s, $4.80; 2s, $8.95.

English Brawn—½s, $2.85; 1s, $4.35; 2s, $8.80.

Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.

Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.

Geneva Sausage—1s, $4.45; 2s, $8.75.

Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.

Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.

Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.

Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.

Cooked Tripe—1s, $2.95; 2s, $4.95.

Stewed Ox Tail—1s, $3.25; 2s, $4.45.

Stewed Kidneys—1s, $4.45; 2s, $8.45.

Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.

Sausage Meat—1s, $3.95; 2s, $7.95.

Corn Beef Hash—½s, $1.90; 1s, $3.20; 2s, $5.80.

Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.

Jellied Hocks—2s, $9.35; 6s, $30.

Irish Stew—1s, $2.90; 2s, $5.80.

Cambridge Sausage—1s, $4.45; 2s, $8.75.

Boneless Chicken—½s, $6.95; 1s, $11.45.

Boneless Turkey—½s, $6.95; 1s, $11.45.

Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.

Lunch Tongue—½s, $4.90; 1s, $10.45.

Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.

Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.

Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.

A Real Quality Food!

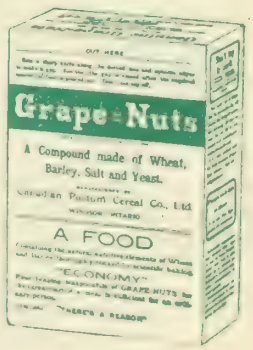
Backed by continuous
national advertising,

Grape-Nuts

is a fast-selling specialty with a staple demand.

Good profit to grocers.

Constantly increasing in volume.



Canadian Postum Cereal Co., Ltd.
Windsor, Ont.

A
Merry Christmas
and a
Happy New
Year

Get a Second Chance at Your Dollar

SPEND IT IN CANADA. YOU LOSE NOTHING

Watson's Herrings are the equal of any you could import. Scotch cured Herring in 10 lb. pails or barrels. Smoked Kippers, Bloaters, Boneless Herring or Chicks.

Watson Bros. Fishing and Packing Co., Limited
VANCOUVER

Greetings

THE oft repeated greeting, "A Merry Xmas and a Happy New Year" means to us far more than the idle repetition of a few words that have become habitual through custom and long usage.

Our greetings conveyed to you through the medium of Printer's Ink contains the same earnestness and sincerity as they would, were we able to greet you individually and in person.

To our many friends throughout the Dominion we tender our sincerest thanks for the loyal support given us throughout the year. We wish you one and all primarily, health, happiness and contentment. May success attend your efforts and the coming year be crowned with justified business increase and prosperity.

Stevens-Hepner Co., Limited
Port Elgin, Ontario

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the extra profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, headed, boned and packed [illegible]

The World's Largest and Most Modern Fish Cold Storage Plant

Rupert Brand Frozen Fish, Soles and Halibut are [illegible] your customers' every appreciation.

Retailers East of Winnipeg

[illegible] "Rupert" Brand [illegible] from stocks of Hamilton wholesale Dealers

Retailers at Winnipeg and Points West

[illegible] "Rupert" Brand [illegible]

TO THE RETAIL TRADE

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA

With Plain Sauce Ind., 95c; 1s $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30. Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce Blue Label Ind., 95c; 1s $1.10; 1½s, $1.10; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.

Plain Sauce, Pink Label Ind. 95c; 1s, $1.10; 1½s, $1.45; 2s $1.90; 3s, talls, $2.75; 6s, $8 12s, $15.

Chili Sauce (red and gold label) Ind., 95c; 1s, $1.10; 1½s $1.45 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef ½s $2.45; 1s $3.45; 4s, $24.

Canadian Boiled Dinner 1s, $2.45; 2s, $4.95.

Peanut Butter ¼s $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; [illegible] 29c, 24s, 28c, 30s, 28c

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 25
Cooker Brand Popping Corn (2 doz. in case)	4 25

B.C. HOPS

Dominion Brand, quarters, per short weight pound	0 30
Dominion Brand halves per short weight pound	0 29
Maple Leaf Brand, ¼ lb. packages, per full weight pound	0 46
Maple Leaf Brand, ½ lb. packages, per full weight pound	0 [illegible]

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb	$2 80
D.S.F., ½-lb	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

Hotel	$20 00
Household size	9 00

F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Boxes	Cent
40 lbs., Canada Laundry	$0 10
100-lb. kegs, No. 1 white	0 10
200-lb. bbls., No. 1 white	0 10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12
40 lbs., Benson's Enamel (cold water), per case	[illegible]
Celluloid, 48 cartons, case	[illegible]

Culinary Starch.

40 lbs., W. T. Benson & Co. Celebrated Prepared	0 11¾
40 lbs. Canada Pure or Challenge Corn	0 11½
40 lbs. Canada Refined Potato (Potato flour.)	[illegible]

CROWN BRAND SYRUP

2-lb. tins, 2 doz. in case	[illegible]
5-lb. tins, ½ doz. in case	[illegible]
10-lb. tins, ½ doz. in case	[illegible]
20-lb. tins, 1 doz. in case	[illegible]
40-lb. tins, 2 doz. in case	[illegible]
10 and 20-lb. tins (with handles.)	[illegible]

Prices in Manitoba, Province of Saskatchewan and Province of Alberta

Barrels, about 700 lbs.	[illegible]
Half barrels, about 350 lbs.	[illegible]

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	[illegible]
5-lb. tins, ½ doz. in case	[illegible]
10-lb. tins, ½ doz. in case	[illegible]
20-lb. tins, 1 doz. in case	[illegible]
40-lb. tins, 2 doz. in case	[illegible]
10 and 20-lb. tins (with handles.)	[illegible]

GELATINE

Cox's Instant Powdered Gelatine (1 oz. tins), per doz.	[illegible]

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4 00
½ lb.	2 00
Robinson's Patent Groats	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1 15
Card Outfits, Black and Tan	4 15
Metal Outfits, Black and Tan	4 85
Creams, Black and Tan	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream ¼s, ½s, and 1-lb. tins	1 60
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.	1 12
Master Workman, 4 lbs.	1 12
Derby, 9s, 1-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

JELL-O
Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada.

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70

Weights, 11 lbs. to case. Freight rate second class.

BLUE

Keen's Oxford, per lb.	$ 24
1-lb. cases 12 12-lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.,
Stanley Road, Toronto, Ont.

COCOA

Perfection Cocoa, 5lbs., 4 and 2 doz. in box, per doz.	$5 25
Perfection, ½-lb. tin, doz.	2 75
Perfection, ¼-lb tins, doz.	1 45
Perfection, 10c size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. tins, 4 and 2 doz. in box, doz.	3 00
Sweetened Cocoa Mixture (Sweetened), 5 and 10-lb tins, per lb	0 28
Unsweetened Chocolate	
Supreme Chocolate, 1-2-lb box [illegible] per box	0 41
Supreme Chocolate, 10c size, [illegible] per box per box	1 90
Perfection Chocolate, 10c size [illegible] box, per box	1 90

SWEET CHOCOLATE Per lb

Baker's Chocolate, ¼s, 6-lb. boxes	0 32
Baker's Chocolate, ½s, 6-lb. boxes, 10 boxes in case	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case	0 32
Diamond Chocolate, ½s, 6 and 12-lb. boxes, 144 lbs in case	0 33
Diamond Cream Chocolate, ½s [illegible]	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes to case per lb	$0 4
Milk Medallions, 5-lb. boxes 30 boxes to case per lb	0 4

Best Wishes for
A Merry Christmas
and
A Happy New Year

May 1920 usher-in a year of prosperity, new business and good health for you, Mr. Grocer. We thank you for your esteemed patronage and hope for its continuance in the New Year.

Robert Henry & Son
Windsor, Ontario

Eastern Agents for:

BRITISH COLUMBIA PACKING ASSOCIATION
VANCOUVER, B. C.

MERRY XMAS

May your Christmas be merry and bright. Your New Year fruitful in business, health and abundant prosperity—our wish to you grocers of Canada.

Brodie & Harvie's XXX Flour

will, during the coming year, be in great demand on account of the high quality of this product and the extensive advertising we are at present doing.

Keep a good stock. It's sure to sell.

BRODIE & HARVIE, LIMITED
MONTREAL

Wishing

Merry Christmas

TO ALL OUR CUSTOMERS

During 1920 we are at your service when it's a question of the best imported and domestic fruits and fish.

WHITE & CO., LTD.
Front and Church Sts.
Toronto Ont.

A Merry Christmas to You Mr. Grocer

May you enjoy a very Merry and Happy Christmas, followed with great prosperity during the coming year.

You have enjoyed a good year's business. Canada has been prosperous. We thank you for your trade during 1919.

T. M. Sibbald & Son, Toronto — Agassiz & McLaughlin, Eastern Provinces — D. M. Doherty, Vancouver

"Meadow Sweet" Cheese Mfg. Co.
MONTREAL LIMITED

Cocoa Bars, 5-lb. boxes, 50 boxes in case, per lb.	0 4
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 47
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 47
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 47
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 47
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 47
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 47
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 47
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb.	0 47
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 50
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 38
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 42
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 56
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 42
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$0 60
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, ¼s, 4-lb. box, 24 boxes in case per lb.	0 46
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 47
Chocolate Cent Sticks, 1c, 24 boxes, 30 grs. in case, per gross	1 15
120 1c Milk Chocolate Sticks, 60 boxes in case	0 80

5c LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 [illegible]
Almond Nut Bars, 24 in box, 3 boxes in case	0 [illegible]
Pulled Rice Bars, 24 in box, 60 boxes in case	0 [illegible]
Ginger Bars, 24 in box, 60 boxes in case	0 [illegible]
Fruit Bars, 24 in box, 60 boxes in case	0 [illegible]
Active Service Bars, 24 in box, 60 boxes in case	0 [illegible]
Victoria Bars, 24 in box, 60 boxes in case	0 [illegible]
Queen Dessert Bars, 24 in box, 60 boxes in case	0 [illegible]
Royal Milk Chocolate Bars, 24 in box, 60 boxes in case	0 [illegible]
Royal Milk Cakes, 24 in box, 60 boxes in case	0 [illegible]
Cream Bars, 24 in box, 60 boxes in case, per box	1 00
Maple Buds, in display boxes, 60 pyramids, packages, 60 chocolate cheques, 1 doz. in box	1 00

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes Ind. ..	[illegible]
Kellogg's Dominion Corn Flakes	[illegible]
Kellogg's Dominion Corn Flakes, Indiv.	[illegible]
Kellogg's Shredded Krumbles	[illegible]
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	[illegible]

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 4-lb. packages, doz.	$5 70
Do., 3 lb.	[illegible]
Superb Self-Raising Flour, 6 lb.	[illegible]
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	[illegible]
Do., 3 lb.	[illegible]
Perfection rolled oats (50 oz.)	[illegible]
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	[illegible]

BLACKWOODS' BAKING POWDER

	Per doz.
8-oz. tins, 4 doz. to case	$ 2 50
12-oz. tins, 4 doz. to case	[illegible]
16-oz. tins, 4 doz. to case	[illegible]
Qt. Sealers, 1 doz. to case	[illegible]
3-lb. tins, 1 doz. to case	[illegible]
5-lb. tins, 1 doz. to case	[illegible]

CORDIALS

Black Cherry	St. Julien Claret
Mondego Port	Grape Vino
Hot Todd	Ginger Wine
Sloe Gin	Creme de Menthe

Packed 1 doz. qts. to case.
Per case [illegible]
Bulk, per gallon [illegible]

LIQUEURS

H. T. Special	Ginger
Creme deMenthe	Black Cherry
Hot Todd	Port
Grape	Claret
Sloe Gin	Trench Run.

Packed 1 doz. qts. to case Per case $[illegible]
Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDERS

Orange	Cherry
Peach	Loganberry
Lemon	Strawberry
Grape	Raspberry
	Blackberry

Packed 24, 2½-lb. tins to case $7 20
Apple, pkd. 24, 2½-lb. tins to case [illegible]

EXTRACTS

Blackwoods' Government Standard. All flavors. Per doz.

2-oz.	2½-oz.	4-oz.	8-oz.	16-oz.
$1 75	2 00	3 25	5 75	[illegible]

Heather Brand. Fifty per cent. over Government Standard. Per doz.

2-oz.	2½-oz.	4-oz.	8-oz.	16-oz.
$2 25	2 60	4 25	7 50	[illegible]

OYSTER COCKTAILS Per doz.

Packed 5-doz. 4-oz. botts. to case $[illegible]

OLIVES Per doz.

Queens packed 24, 8 oz. to case	$2 [illegible]
Queens, packed 24, 16 oz. to case	[illegible]
Pimento Stuffed, 24, 8 oz. to case	[illegible]
Pimento Stuffed, 24, 16 oz. to case	[illegible]

BLACKWOODS' DE LUXE PICKLES

	Oz.	10	16	18	20	Qt.
Sr. Mix		2.10	2.80	3.15	3.50	[illegible]
Chow		2.15	2.85	3.25	3.60	[illegible]
Onions		2.25	3.00	3.50	3.75	[illegible]
Gherkins		2.65	3.50	3.60	4.30	[illegible]
Sw. Mix		2.25	3.10	3.50	3.8[illegible]	[illegible]
Sw. Onions		2.50	3.30	3.60	4.10	[illegible]
Sw. Gherkin		2.90	3.80	4.00	4.6[illegible]	[illegible]

PICKLES IN TINS Per doz.

Sr. Mix 2½-lb. tins	$[illegible]
Chow, 2½-lb. tins	[illegible]
Sw. Mix 2½-lb. tins	[illegible]
Sr. Gherkin, 2½-lb. tins	[illegible]
Sw. Gherkin 2½-lb. tins	[illegible]
Dills, 2½-lb. tins	[illegible]
Kraut, 2½-lb. tins	[illegible]

PICKLES IN BULK

Spring Top Gallon Jars

	Pint	1 gal.	3 gal.	5 gal.
Sr. Mix	$ [illegible]	$3 40	$8 00	$[illegible]
Chow	[illegible]	[illegible]	[illegible]	[illegible]
Sw. Mix	[illegible]	[illegible]	[illegible]	[illegible]
Dill	[illegible]	[illegible]	[illegible]	[illegible]

RELISHES Per doz.

Horse Radish, 10-oz.	$[illegible]
Essence Pickles, 2-oz.	[illegible]
East India Pickle, 8-oz.	[illegible]

Christmas Greetings

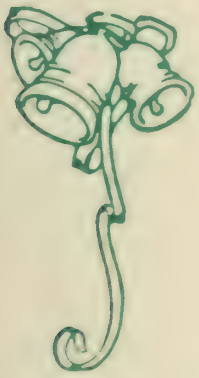
To every grocer we send our sincere good wishes for a very Merry Christmas and a Happy and Prosperous New Year.

BRITISH COLUMBIA HOP CO., LIMITED

Largest Hop Growers in Canada

WRITE FOR PRICES—SAMPLES

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario, Raymond & Raymond, London, Ontario.
Quebec, Arthur P. Tippett & Co., Montreal, Quebec.



Christmas Greetings

You have our sincere wishes for a
Happy Christmas and Prosperous New Year

Walter Woods & Co.

Hamilton and Winnipeg

Canada Beaver Brand Brooms

Made of the best material of Illinois corn.

Handles of the best maple. All processes of manufacture carried out by expert workmen.

Make out your trial order from this list of quality products:

Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—A specialty.

The Canada Broom & Brush Co., Ltd.

RIDGETOWN, ONT.

Sales Manager—**M. Webber, London, Ont.**

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No [illegible] —no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

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BUYERS' MARKET GUIDE
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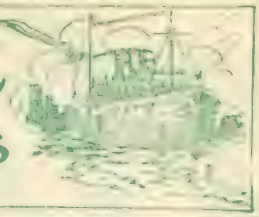


STONEWARE

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to day

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Shuman Pricing Outfits

Groceterias and Stores [illegible] their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers:
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

HEAVY DEMAND FOR PEANUT BUTTER

Several manufacturers of peanut butter have advanced their quotations recently. It is quoted in some instances as high as 29 cents per pound. Other makes are slightly lower, but the recent jump in price has been a cent per pound. The high prices that are ruling for creamery butter at the present time, have stimulated the demand for peanut butter to a very great extent. Quotations on both roasted and unroasted peanuts are also very high, and these stronger values together with the excessive demand for the product at this time, have resulted in the increase in peanut butter quotations.

CLIMAX PAPER BALERS

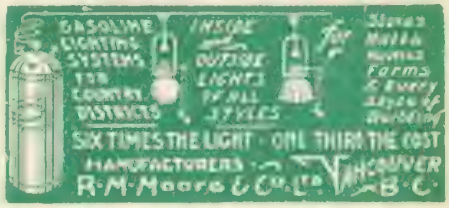
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE AND OUTSIDE LIGHTS OF ALL STYLES
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd.
VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc

---

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"
References: [illegible]

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

SITUATIONS WANTED

EXPERIENCED LADY DESIRES POSITION in store. Village preferred. Apply Box 784, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—SITUATION AS CLERK IN GROcery and general store. Six years' experience. Can commence at once, or would buy small business if right location. Box 782, Canadian Grocer, 143 University Ave., Toronto.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than $35,000. Box 774, Canadian Grocer, 143 University Ave., Toronto.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE — GENERAL STORE BUSINESS. Stock $20,000, turnover, $75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

FOR SALE — GROCERY STOCK AND FIX[illegible] Apply Box [illegible] Canadian Grocer.

1,000 ADVERTISING HEADLINES AND [illegible] suggestions to help to sell [illegible] Send for booklet. Orders early and [illegible] Canadian Grocer. Printing Co., Antigonish, N.S.

MARGARINE EXPERT

A FIRST-CLASS, THOROUGHLY SCIENTIFIC and practically trained margarine expert wants situation. About 25 years' experience with leading factories in Denmark, England, Holland and Sweden. For particulars write as soon as possible to Margarine Expert, care of this paper. Only a first-class situation will be considered. Box 776, Canadian Grocer, 143 University Ave., Toronto, Ont.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Opportunities are offered every month on this page.

Are you making use of them?

SITUATIONS WANTED

WANTED BY TRAVELLER WITH GOOD connection, covering Maritime Provinces [illegible] who can give results), agency on commission [illegible] reliable house. Box 786, Canadian Grocer, University Ave., Toronto, Ont.

AGENCIES WANTED

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

COLLECTIONS

By a competent organization which is well-known to the users of [illegible] Debts [illegible] Stopped

We can handle [illegible] proposition in proper fashion. Have [illegible] connection [illegible] all [illegible]

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Stuart's Jams

To our many Friends in the Canadian Grocery Trade we sincerely wish a very Happy Christmas and abundant Prosperity in the coming year.

Stuart Limited

SARNIA, ONTARIO

A Merry Christmas

Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 26, 1919 No. 52

ELKHORN CHEESE IN TINS — 8 VARIETIES

—a coast to coast distribution in Canada, backed up by an international advertising campaign that is second to none. Your trade is now reading about the superior, uniform quality and flavor of Elkhorn Cheese in Tins. The demand is already created and our Canadian sales are increasing by leaps and bounds.

Now is the time for jobbers and retailers to stock this fast-selling, non-competitive line—a clean source of new profits without duplicating any of your present stock.

8 VARIETIES

KRAFT	CHILE
SWISS	RAREBIT
PIMENTO	CAMEMBERT
ROQUEFORT	LIMBURGER

Elkhorn Cheese is made by a special process fully protected by patents, put up in air-tight, parchment-lined containers, and guaranteed to keep. No spoilage or waste, your profit is sure, sales are continuous the year round. Write for particulars.

DEALERS AND WHOLESALERS—Write for samples and full information.

Sales Representatives:

Wm. H. Dunn, Ltd., 180 St. Paul St. West, Montreal.

Dunn-Hortop, Ltd., Board of Trade Bldg., Toronto.

Oppenheimer Bros., Brokerage Houses from Winnipeg to Vancouver.

J. A. Tilton, St. John, N.B.

Pyke Bros., Halifax, N.S., and Sydney, N.S.

Buchanan & Ahern, Quebec, Que.

J. L. KRAFT & BROS. CO.

CHICAGO 363 River St. NEW YORK 370 Greenwich St.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

Sell the Cocoa that Sells Itself

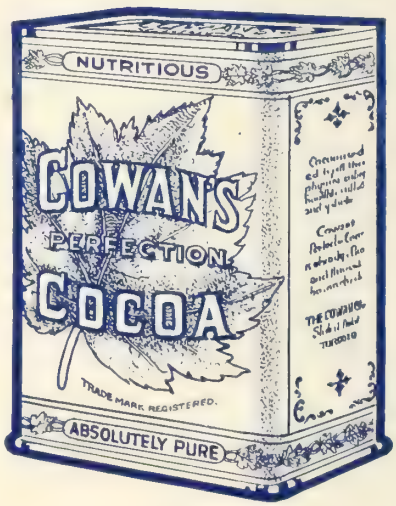
COWAN'S
PERFECTION
COCOA

DISPLAY this Canadian brand of cocoa prominently on your grocery shelves and watch your trade grow! It will pay you to encourage customers to take Cowan's when buying Cocoa, because it will give them entire satisfaction and make money for you.

Cowan's Perfection Cocoa is made in Canada for Canadian people, from the pure cocoa bean. By special process of roasting the fragrant aroma and delicious flavor are retained. The concentrated strength of Cowan's Cocoa makes it economical, thus appealing to the thrifty housekeeper.

Cowan's Perfection Cocoa is put up in sealed tins of attractive form, the maple leaf stamping it as essentially Canadian. Decorative display cards and posters for your store are provided by us.

Extensive advertising done by us creates a daily increasing demand for Cowan's Perfection Cocoa, and helps to sell your stock.



Made in Canada

The Cowan Company, Limited
Toronto

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 6, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

We sell Reindeer Coffee and Cocoa for you. You take in the cash.

A carefully planned consumer advertising campaign continually carried on is creating a big demand for these two Borden products, a demand which it is up to you to supply.

By emphasizing the convenience and the utility of the Reindeer lines we are educating the housewife in the knowledge that there are no more suitable or more delicious milk products than these two popular lines.

Reindeer Coffee and Reindeer Cocoa can be prepared in an instant, merely with the addition of water---no milk, no sugar.

Are you letting your share of this profitable business pass you by? Don't do it. Get up a little Reindeer counter display and watch it sell.

The profits will please you.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

VANCOUVER MONTREAL

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST.	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNLDAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

AS the old year ends and the new year begins, we extend our compliments to coffee roasters and express the wish that the year before us will add to the prosperity and happiness of every man identified with the coffee business.

J. Aron & Co. Inc.

New York
Santos, Brazil
New Orleans
Chicago
London

Why we can give you better service

The location of our big distributing centre in Guelph makes possible quick deliveries on every order. Even rush orders are provided for and handled with despatch. Situated on the main line of the G.T.R. and C.P.R., Guelph—the home of "the House of Quality"—is more than two hours nearer Lake Huron and intermediate points than Toronto—a point that is a decided advantage for Western Ontario dealers who sell domestic and foreign fruits and vegetables.

You'll like our service and the prices we quote are always rock-bottom. We handle only high-grade lines—the quality you can safely identify your store with.

Write today for our price list.

Quality and Service

The House of Quality

HUGH WALKER & SON

GUELPH ONTARIO

Established 1861

CLARK'S
PREPARED FOODS

Corned Beef	Roast Beef
English Brawn	Boneless Pigs Feet
Stewed Ox Tail	Stewed Kidneys
Cambridge Sausage	Geneva Sausage
Corned Beef Hash	Irish Stew
Lunch Tongue	Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans,
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner,
Etc., Etc.

SELLERS ALL ***BUY NOW***

W. Clark, Limited **Montreal**

Clark's

Wagstaffe's Mince-Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

MAGAZINES NEWSPAPERS FARM PAPERS

The Great Selling Campaign

of Lanka Tea employs every profitable medium. Lanka Tea will be advertised in the leading Canadian women's publications — full page advertisements, half page advertisements, quarter page advertisements.

Lanka Tea will be advertised in the newspapers — full pages, with big striking advertisements of generous size following in a regular bombardment.

Lanka Tea will be advertised in the leading farm papers again in large space.

Your customers will learn about Lanka Tea and its supreme quality from all sides and repeatedly. Never before was quality backed by such high-power selling publicity.

Don't let the Lanka business we are creating for you go to your competitors. Have a stock of Lanka ready to fill orders — finest quality of tea which can be produced backed by irresistible selling forces. Order from your jobber today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada
S. H. MOORE & COMPANY, Ontario Agents
704 Excelsior Life Bldg., Toronto

Consider the Cook

Feast day foods are of the finest. None should be wasted or spoiled en route from store to home.

Use **Riteshape** wooden dishes for these numerous lines of fancy fruits, groceries and meats. Make classy packages.

Ask your jobber or

The Oval Wood Dish Co.

Eastern Office:
110 W. 40th St.
New York City

Western Office:
37 S. Wabash Ave.
Chicago, Ill.

Victoria Paper & Twine Co.
LIMITED

Wholesale Distributors
439 Wellington St. W., Toronto
Branches: Montreal, Halifax

Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

A Fish Department! Stocked With Watson's!!

Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers Bloaters Boneless Herring Herring Chicks	Feature Herrings in 10-pound pails.	Scotch Cured Herring in barrels, half barrels or pails.

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

Watson Bros. Fishing and Packing Co., Limited
Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

HOPS

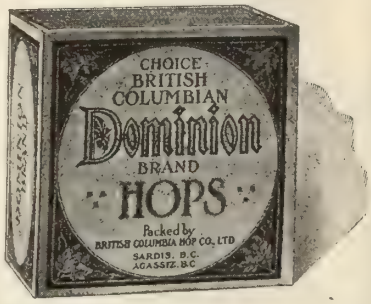
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.

JOBBER'S MEMO

Next time I want

CANADA SALMON

I'll Order from

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED

PRINCE RUPERT, BRITISH COLUMBIA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

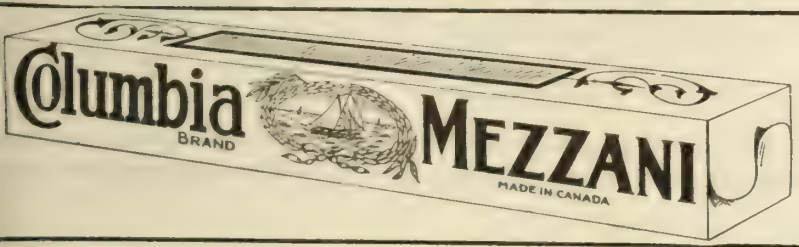
W. H. Edgett Ltd.
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Though there is no Government Certificate of quality obtainable yet for Canned Goods, the buyer of Herrings can feel sure of getting the best Herrings packed by buying

WALLACE'S HERRINGS

Wallace Fisheries Ltd. :-: Vancouver, B. C.

EVERY MORSEL EDIBLE AND DELICIOUS

Your customer scales a fish before it's ready for her table

Albatross Pilchards are SCALED—NO SCALES.
TRIMMED—no fins or tails.
CLEANED—no roe or entrails.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. MANLEY
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total S orage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.
For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East
WINNIPEG

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

D. J. MacLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Calgary Storage & Cartage Co., Limite

Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

SUNDRIED APPLES
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank or any Wholesale Grocer.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. *Write or wire us.*

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

EPPS COCOA
From now on
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

THE DOMINION TRADING CO
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

Manufacturers' Agents
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address Dominion Sales Company, 412 Birks Bldg., Montreal.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

W. J. SHEELY
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

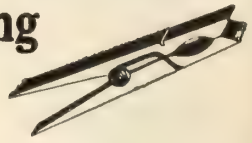
MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

REX PRODUCTS
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
103 Wellington St., MONTREAL

McDONALD ADAMS WINNIPEG	S. H. MOORE & CO. TORONTO	KING & SOUTHCOT VANCOUVER
GAETZ CO. HALIFAX	W. S. CLAWSON CO. ST. JOHN	J. N. DION QUEBEC

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Manufacturers and Packers!

Manufacturers and Packers—if you want live representation for your products in Ontario, Quebec or the Maritime Provinces, get in touch with us.

Our staff is specially equipped and thoroughly experienced to market your line efficiently and economically.

Write us to-day. We would like to explain to you what our representation can do for your products in this rich territory.

Martin M. Sichel & Co., Regd.

Merchandise Brokers

212 McGill Street **Montreal**

YOU CAN BUILD A BIG BUSINESS ON QUALITY

OBAYO REAL SARDINES ARE BUSINESS BUILDERS

"The Elite of the Sea."

FIELD & CO. (F.M.) LTD., 40-42 King William Street, LONDON, E.C. 4.

We Design Labels That Create Sales

Our business is to help you put a package on the market that will not be a mere dumb container, but that will stand out and actually invite the trade and general public to try its contents.

Some of the most successful cut-outs, display cards and labels to be seen in modern grocery stores are the work of our experienced staff—always at your service to satisfy you with artistic, attention-compelling designs.

What are your requirements? Write us.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street **Toronto, Canada**

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

VLIT

THE TIME AND LABOR-SAVING FURNITURE POLISH

Vlit
Lessens
Indoor
Toil

Prevents dry rot and fills hair cracks

Improves all wood-work

Best and

Sold only through the Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.

Velvet Finish
Lighter Labor
Instantaneous
Troubles Over

A genuine furniture food

Contains no kerosene nor acids

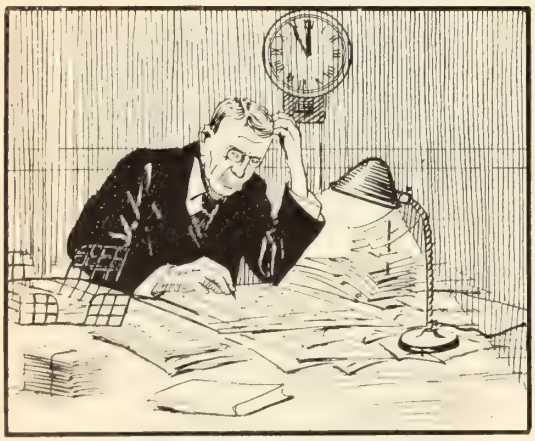
Non-inflammable

Goes Farthest

Order Today

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

THIS

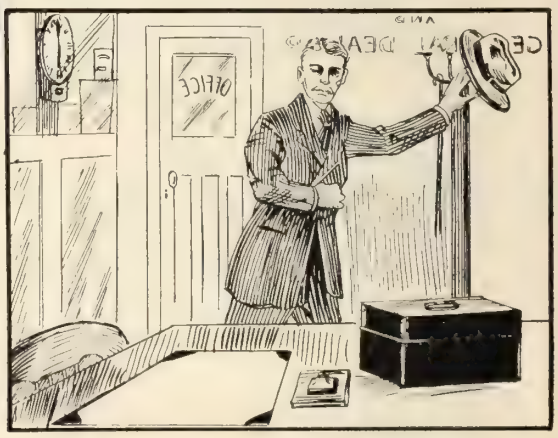


Everything disorder and worry.

Why Spend, Money, Time and Energy in Keeping Credit Records?

OR

THIS



Everything in order and contentment.

If You Must Keep Credit Records, Then

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION**

The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA
The Security Envelope File Check System
29 Ontario St. - - Stratford, Ont.

?

WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

HANDY SNAP TOP

A LYE that is TRUE

Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP

Kills Germs Bleaches
Destroys Odors

The delicious Concord flavor of

Marsh's Grape Juice

is the customer's satisfying feature which assures quick turnover on its sale.

Other grocers find that profits are very liberal, which fact, together with quick turnover, means bigger business.

Start displaying Marsh's.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

A BRUSH OR BROOM FOR EVERY PURPOSE

You will find in our line of brushes and brooms just what your customer wants.
When you sell a SIMMS Better Brush or Better Broom you make a profitable sale—and you show your customer that you handle **the best** in your line and that she gets her money's worth when buying at your store.
That customer will come back for more. Every one of Simms products is a repeater.

Stock this line of SIMMS business-builders.

Brooms — **Shoe Brushes**
Whisk Brooms — **Stove Brushes**
Paint Brushes — **Scrubbing Brushes**
Lather Brushes

Communicate with our nearest branch for prices, etc.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years

Head Office - ST. JOHN, N.B.

MONTREAL TORONTO LONDON

Grocers, You can recommend

Wentworth BRAND Blended Jams

to your customers and feel that you are helping them solve the High Cost of Living. These delicious jams cost much less than pure jams and you can get them in any flavor.
They are put up in three sizes: Tumblers; 16-oz. size and No. 4 tins. Prices as follows:

Tumblers	$1.65 per doz.
16-oz. size	3.00 per doz.
No. 4 tins	0.78 each

Freight paid on 10 cases or over to any part of Ontario.
Try a sample order.

Order through your wholesaler.

The Wentworth Orchard Co.

Canners and Preservers

HAMILTON - - - ONTARIO

SERVICE means skill in selecting, buying and stocking commodities which the customer needs.

To sell 'Service' successfully you must, therefore, study your Public.

In the matter of TEA, the Public demands Quality, Uuiformity and FLAVOUR.

HERE, then ☛ is your opportunity to market your service.

Greetings of the Season

Went to War
1914
Home Again

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

Washington's REFINED Coffee

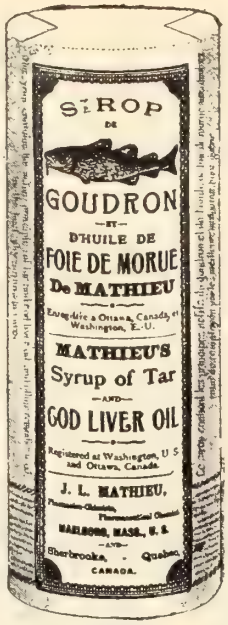
Originated by Mr. Washington, 1909

Distributed by Grocers Specialty Company, 169 William Street, Montreal

Mathieu's Syrup of Tar and Cod Liver Oil

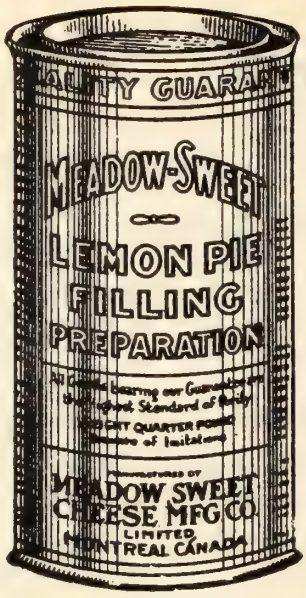
is a good line to feature during the cold weather months because wherever tried it is recognized as a certain remedy for colds, coughs, la grippe and kindred complaints.

Get this line in stock in good time and recommend it strong.



Mathieu's Syrup of Tar and Cod Liver Oil--a splendid body builder.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC



Sell it by the Dozen Tins

"You can if you try"

Many of your customers would be glad to know they could buy it by the dozen or case.

It makes such delicious pies, and so economical!

Just try this idea. It will pay you. If you require large orders, write us for special quotations.

T. M. Sibbold & Sons, Toronto — Angevine & McLaughlin, Eastern Provinces — D. M. Doherty, Vancouver

"Meadow Sweet" Cheese Mfg. Co LIMITED
MONTREAL

A New Drink

Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations
140 St. Catherine St. E., Montreal

ECONOMICAL and absolutely reliable—these two features have made Cow Brand Baking Soda the most popular brand on the market.

Housewives feel confident in their baking operations when Cow Brand is used.

Known and preferred everywhere

Church & Dwight, Ltd.
MONTREAL

Recommend Red Rose for Economy

Red Rose Tea consists chiefly of Assam teas; the richest and strongest grown. It yields an extra large number of cups to the pound. Its economy will please your customers.

A Good Position for the Right Man

A $5,000 a Year Man

One with a thorough knowledge of the grocery trade, who has made a success in the grocery business and who is willing to start in a new line, with all the hard work this would entail—because it would lead to a bigger future. While an inexperienced salesman of advertising might probably not reach the $5,000 amount the first year, yet the possibilities permit of this in a few years' time. An appetite for selling, resourcefulness, some knowledge of advertising and a thorough acquaintance with the grocery business are qualifications that will help more quickly to attain the above-mentioned figure or more. Apply first by mail to

CANADIAN GROCER

143-153 University Ave. Toronto

It's the superior goodness of

Robinson's "Patent" Barley

and

Robinson's "Patent" Groats

that will make every customer you sell them to a satisfied customer, and assure you of good repeats.

Are you well stocked?

MAGOR, SON & CO., LIMITED
191 St. Paul St. W., MONTREAL 30 Church St., TORONTO

Have YOU Tasted Upton's Jams and Marmalades?

Upton's Apple and Pineapple Marmalade. It is surprisingly delicious—at breakfast or luncheon.

A demonstration will surely convince your most critical customer. All Upton products are tempting—they make for repeat orders—just what you want.

They are different. For instance—try

Put them to the test on the demonstration plan.

The T. Upton Company, Limited

HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Gaetz & Co., Halifax, N.S.
P. H. Cowan & Co., St. John's, Nfld.
Rose & Laflamme, Limited, Montreal, Que.
Schofield & Beer, St. John, N.B.
Scott, Bathgate Co., Ltd., Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII. TORONTO, DECEMBER 26, 1919 No. 52

Potato Crop of Canada Will Hardly Meet Requirements

Prairie Provinces and Ontario Very Light. Eastern Provinces Have Records Corps, But Large Movement to U.S. is Affecting Supply.

THE heavy loss inflicted on the potato crop in several provinces of wing to early and severe frosts has had a very marked effect on the general situation. In British Columbia, it was estimated that there would be a total acreage of 20,294 acres yielding about 170 bushels to the acre. Early in the season it was believed that potatoes would be unusually plentiful, and they were selling around $1 a bag. Frosts, however, materialy depleted the supply, and it was found that there was a fairly heavy percentage of small immature stock The result has been that growers are showing a tendency to hold stock. There is an active demand from American as well as domestic buyers but comparatively limited stocks are being offered to meet this demand. The price at present is around $2, and it is not generally believed that the price will be very largely increased before Spring.

Prairie Crops a Failure

Saskatchewan had a slightly lighter planting of potatoes than last year, some 59,000 acres in all. Last year there was a large exportable margin that found its way east and south. The early frosts of this year, however, decreased the available stocks 50 to 75 per cent, so that instead of exporting potatoes Saskatchewan will have to be a buyer.

Alberta had a fair prospect, but here again the frost destroyed roughly 40 per cent. of the production. In some parts of the province, especially in the south, the yield is still reported as fair, but it is exceedingly doubtful if there will be more than enough potatoes in the province to look after its own needs, and it may be necessary to import

Manitoba had some 42,000 acres planted. The frost in the province was not as severe as a whole as in other western provinces, though some sections suffered severely. The frost damage estimate ranges from 10 to 40 per cent. The southern part of the province is very light, while in the north condiitons are fair to good. It is not believed, however, that there will be any exportable margin.

In Ontario, the production is approximately 80 per cent. of last year's yield. It is estimated that upwards of 40 per cent. has already been sold and that a further twenty per cent. will be sold during the early winter leaving roughly 35 per cent. for sale in the Spring. The quality generally is reported as good, and there has been very litle root damage.

Quebec Has Record Crop

Quebec has the largest crop on record, and it is of unusually good quality. This year's acreage is 315,590 as opposed to 264,870 in 1918. This should leave an appreciable margin to offset the losses in the western provinces.

A Four-Million Barrel Crop

In New Brunswick, there is an estimated crop of 4,000,000 barrels. Of this the cobbler variety has been largely marketed, and the late varieties are now being shipped. These light varieties are reported to show some rot. The present price is in the neighborhood of $3.50 per 165-pound barrel, but the growers are expecting prices to advance a dollar a barrel before the end of the season.

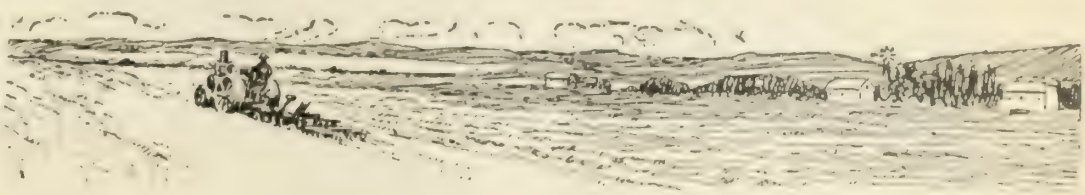
Nova Scotia has a crop estimated at nine to ten million bushels, but the crop is very badly affected with rot which is estimated will reduce the saleable crop by 25 per cent.

The Canadian Situation

From the foregoing it may be judged that Saskatchewan, Alberta, Manitoba and Ontario have relatively small crops, and this whole territory cannot supply its own needs. British Columbia will have some potatoes for export, Quebec apparently will have a very great quantity, New Brunswick will have a large quantity and Nova Scotia some for export. The Canadian crop, therefore, it would appear is sufficient to supply the largest needs of Canadians. But much of this crop will find its way to American markets. Up to November 18, 1,841 carloads of potatoes were shipped to U.S.A. markets as compared with 13 carloads in the same date last year.

Situation in the U.S.

Total crop (November estimate), 352,025,000 bushels. Ten-year average, 366,046,000 bushels. The total yield, therefore, is not seriously less than normal. There has been a more pronounced decline, however, in those States producing potatoes in large commercial quantities. These have yielded for sale approximately as follows:—1918, 152,248 carloads; 1918, 129,466 carloads; or a decrease this year of 15 per cent. Up to November 18 carload movements were as follows:—1919, 99,888 carloads; 1918 to same date, 102,420 carloads; 1919, from Canada, 1,841 carloads; 1918 to same date, 13 carloads. It would seem, therefore, despite the large general crop that the supply upon which large consuming centres depend is somewhat short, and that there will be a good demand.



U.S. Sugar Still Under Control

Sugar Equalization Board in Control For Another Year—Action Too Late to Prevent High Prices.

THE passage of the McNary bill by the United States Senate recently—a bill that provides for the continuance of the United States Sugar Equalization Board through 1920 and also to retain in force the wartime governmental powers of controlling prices and movement of sugar, has added another disturbing factor to an already complicated situation. Had the bill gone through unamended it would have been a clear-cut issue, but amended it must still come before a joint committee of the Senate and the House with what result no one knows.

It seems pretty well assured, however, that what many hoped for and some feared, an uncontrolled sugar crop will not be in effect this year. Whatever comes or goes, it has been decided that control of sugar and its distribution will be continued, and one of the further powers that are asked for by the amendments to the McNary bill is the power to prohibit exports of sugar.

The United States is in the happy position of having an enormous domestic supply. The Louisiana cane crop is estimated at 116,000 tons and the beet sugar crop at 800,000 tons. With this domestic supply the United States has also a very large measure of influence over the Cuban crop, a certain proportion of which is already under contract to the United States.

If the United States wishes, therefore, to shut off all export and to go ahead importing all the sugar that she can find, there is little doubt that sugar conditions in that country would be very easy and correspondingly hard in other sections.

Export Embargo Not Feasible

On the other hand it is doubtful if a hard and fast embargo of this kind could be arranged, for the United States has guaranteed certain stocks to Britain and France in consideration of their agreeing to keep out of the Cuban market. These contracts must be lived up to or these countries will be at liberty to bid for the Cuban crop with all the possibilities that strong competitive bidding will have on prices.

Indeed, it is doubtful even if there is no such competition whether is will be possible for the Sugar Equalization Board to effect prices at anything like reasonable figures. The Cuban planter has had a taste of future buying that has sent figures up to 10 and 12 cents, and it is not likely that he will be content to accept any moderate figure for his crop in view of the strong situation of the sugar market.

Too Late to Affect Prices

It is generally agreed by those conversant with the situation, that the Bill has come too late to have any real effect on prices. Two months ago the producer was offering sugar at $6.50 on future contracts, and had the board been due for an extended life at that time it could have contracted the whole crop at this figure. Now it will have unquestionably to buy in the open market, and its influence in regulating prices which would have affected Canada as well as the United States owing to a set buying price for raws, would unquestionably have been a factor in stabilizing prices. As matters at present stand, it can regulate prices only as far as the costs of production and distribution are concerned. This being the case, there seems little reason to doubt that higher prices for sugar must be a fact in the coming months. The United States must buy on a competitive market, and on a market already faced by heavy buying. The only result is an increasing cost of raws. While the Canadian sugar is largely secured from other sources, the conditions will be virtually the same,, for the Cuban sugar crop is the dominant factor in this part of the world, and the producers of other localities will look to Cuba to set the price for raw sugars.

Grocerteria has Come to Stay Regular Grocery a Fixture

A good section of the public like the self-serve idea and the lower prices possible with such a system—The unexcelled service, however, of the old-established grocery, will always be demanded by the majority of people and will not pass away.

AT this moment we have one of the very busiest stores in Toronto," remarked J. Miller Cork, manager of Loblaw Grocerteria, as he watched the Saturday night crowd that packed the store and rendered progress in any direction, save with the stream, well nigh impossible.

Saturday Sales Very Large

"But surely these are not all customers," is was doubtingly asked.

"By no means," Mr. Cork replied. "On Saturday night especially, our lady customers often bring friend, husband or one of the children to help her get her purchases home, for Saturday sales are always large. Or, again, she may bring someone who wants to look us over, which is advertising for us. Many of these customers come from a distance and are seen here only once a week. Again, others drop in frequently. However, I can easily find out the number of actual sales, so far"—so far being 9 p.m.

Divided in Three Sections

This grocerteria follows the usual plan, being divided into three sections, an entry, sales room and store room. At least, this was the idea at its opening—five months ago—but increased business made it necesary to extend the sales room the full length of the store—and then enlarge that, so that the firm is rather handicapped for storage space. From the entry, one passes through a turnstile which permits of egress only. Just inside are piles of market baskets, from which the customer helps himself and proceeds in his quest for food at lower prices.

Out in front, the shelves are packed with bottled and canned goods, whose names are household words, all plainly tagged with price. Further back one finds teas, coffees, fancy biscuits and cheese, all wrapped ready to carry home. Each package bearing the quantity, price per pound and gross amount, so that it is never necessary to consult the salespeople. In the middle of the store is the dried citron and fruit section and the refrigerator plant, where perishable products such as butter, margarine and shortening are kept. The back of the store is given over to flours, cereals, sugar, soap, etc.

Totals Purchases on Adding Machine

The customer having selected her purchases, carries her basket to one of the counters near the point of exit. Here her purchases are quickly totalled on an adding machine and she receives her slip. While she pays the bill her groceries are neatly packed in a larger bag. Many people, however, bring their club bags and have their goods transferred to them. As soon as a basket is emptied it is quickly returned to the point of entry, ready for the next customer.

Sales Over $2,000

At this point, Mr. Cork returned with the news that the sales slips for the day were slightly over the two thousand mark. Curious to know the amount in-

volved in these sales, I stood near the cashier and watched the amounts paid by five consecutive customers. Here are the figures: $2.00, $1.75, $1.96, $4.05 and $2.80. All cash, mind you!

"This is the way we help to lower the H. C. of L.," remarked Mr. Cork. "These people want to make a dollar go as far as possible. To save money they are willing to serve themselves and make their own deliveries. Of course, there are people who demand service and are willing to pay for it—but they don't come here.

Running Expenses Low

"We can undersell the ordinary grocery because we buy in large quantities, our running expenses are low—seven to eight per cent., as compared to eighteen or twenty per cent. of the corner grocer—and the business is strictly cash!

"How many people are needed here?" Mr. Cork was asked.

"At present, our selling force numbers eight. Any other store doing our volume of business would need at least twenty people. We open at 8.15 and close at six, every evening except Saturday, and we observe the Wednesday half holiday all the year round. One-third of our weekly sales are made on Saturday, but our clerks are always busy packaging goods or replenishing the wares we have on display."

"With goods so exposed, is there not danger from theft?" the CANADIAN GROCER representative queried.

"The percentage of loss in this respect is so small as to be almost negligible," was the reply. The sales-people keep a bright outlook for such things and as the smaller, more portable articles are out in front there is little opportunity for a thief to escape detection. At any rate, such loss is much more than counter-balanced by the increased sales which the display of our wares bring us."

Will Not Displace Ordinary Grocery

"Do you think the grocerteria will finally displace the ordinary grocery?"

"Not by a long shot. A grocer who is a good manager—unless he has too many rivals, who are better managers—is a permanent fixture. There are a certain class of customers who expect credit, clerk service, delivery and expensive labels, and are willing to pay for what they want."

"What about the contention that the grocerteria draws only the round-the-corner trade?"

"In this particular instance it is not true. Of course, we are situated in the heart of a manufacturing district and the people want to save all they can. Many of our customers come by street car, but it is quite true that a grocerteria will not meet the needs of all localities."

While offering advantages in the way of cheaper prices, the groceteria has its defects—from the customer's viewpoint. The best of the fruit and vegetables go to the early shopper. No feasible plan has been devised for carrying bread and milk or certain other perishable products. The customer is the loser if the goods selected have deteriorated in quality or if broken or damaged in transit. The grocerteria—and there are almost a dozen in Toronto—has come to stay. It is the answer to a demand from a section—and a very considerable one at that—of the buying public. But it is equally true that there is a demand for the other kind, too—the kind that gives service in a multitude of ways—not connected with such purely prosaic things as credits, clerks and deliveries.

How to Take Stock Intelligently

Methods Used by Dupuis Freres, of Montreal—System and Method Eliminate Errors —Plan Ahead and Finish Work Inside Two Days

Based on an interview with A. Chabot, of Dupuis Freres, Montreal, by A. H. ILLSEY, of Canadian Grocer

DUPUIS FRERES, 447 St. Catherine Street East, Montreal, take their semi-annual inventory in two days' time; do it thoroughly; send the extended sheets to the office promptly, and thus make the whole work more of a pleasure than a burden, and which last-named bugbear has, in the past, and still confronts many a grocer.

Briefly, the secret of the plan carried out is that of maintaining a system of orderliness in the arrangement of stock, which ensures the sales' staff the elimination of waste motion when stock is to be taken.

"We allot a section of shelving to two clerks, and for this they are responsible," said A. Chabot, the department manager, to CANADIAN GROCER. "In this way there is no mix-up, and the stock is sure to be taken in that section carefully and thoroughly. One calls out the number of articles or packages, and the other makes the entry."

Preliminaries

"First, we have the clerks, two days before stock-taking, go over the shelving and see that stock is where it ought to be. Bottles of pickles or jam, fruit or vegetables may get out of their right section. This work is carefully done, and when completed everything is ready to go ahead with the listing.

"We plan, also, to take the two days of the week which are quietest in the department, and all the work is done in the day time. We do not think it is well to have the clerks come back at night to work; they are weary, and if they work at night they are not so fresh for the task. The next day, too, they will be tired; so we follow the regular hours and finish the job in two days."

Of course, it is easy to keep track of goods sold. For instance, if a dozen packages of a cereal have been sold from a section of the shelving, they will have to be added, necessarily, as in stock, on the date selected for listing. Anything sold after listing is not counted, of course.

The advantage in going over the stock, first, is three-fold. It brings to light any stock that may have been side-tracked, and it brings every section of the stock up to completeness, also affording the dusting and brightening of dingy-looking packages. Then and most important of all—it reveals the extent of the stock of a given article which is being carried; it can be adjusted with this knowledge of the actual stock, to what the sales justify being carried. For, of course, the records kept indicate what lines are sellers; the extent of such sales, and with a consequent advantage in governing just what money ought to be tied up in a particular item of merchandise.

Price Book—Stock Book

Following the plan to eliminate extra work, plain note or blank books of the regular style are used to first list all the items. From these books the items are written into the form used, and which forms contain vital information. Pages are numbered, and this makes it possible to send these out from the office, with a record kept of number handed to the sales staff, and when these are returned, they may be rechecked as to number.

Beginning with the date at the top of page, the year follows, then the folio, called by, entered by, department, location, price per dozen, each, or package, as the case may be, extended by and examined by. Then there are the columns for checking, quantity, description, price, extension, total.

Now comes the important help to the office, afforded by the salesman. Each is supplied with a separate price book. "When a new salesman or saleslady is engaged," said Mr. Chabot, "they are given a new price book, and make their own entries from another price-book which has been given them. In a very short time they are quite familiar with the prices, and entering prices themselves of the various goods, is an excellent plan."

Care is taken to check up the price-book frequently. Changes are made, personally, by the manager, and Mr. Chabot uses a little pad on which the new prices of an article are written. These go to the salesmen and who make

the change, at once, in their own personal price-book. To show that they have received the change and made the entry, they are required to initial the slip and return to Mr. Chabot. Thus, if they should have later made a sale of a given item at the old price, this would be checked up in regular course, and they called to task for their failure to make the change, or for depending upon memory for the sale price.

What Are Advantages

It is unquestionable that to know one's stock is an advantage. It is more, in fact; it is a great satisfaction and a comfort to know "just where I am at." If arrangements can be made to take a careful record of just what one has on hand, twice, thrice, or even four times a year, all the better. But the work, once done well, will stimulate a desire for that more complete information as to the size of one's stock, and as to the extent of particular items or lines of goods that may not be ready sellers, which serves to make one a better merchant.

The day of haphazard methods has departed; they canot be tolerated. To enter the Dupuis store and view the array in any one, and in all departments is to be entertained; to be educated as to how attractive a stock may be made. It is this semi-annual inventory of the goods that helps to make the department interesting. If there is growth, it stimulates the management to try to break the biggest past record. The hundred facts, and one, which a listing of stock reveals, are ever valuable. In addition to this, the slow-movers can be sent on their way through special-pricing or special display, and their room be allotted to stock which will sell readily, and therefore profitably. For Mr. Chabot is an apostle of the "hurry-the-goods-out" doctrine. Small profits mean big sales, and here they are ever increasing.

COBALT, ONT., CO-OPERATIVE STORE SHORT OF CAPITAL

The managers of the various mines in the camp will be asked for assistance in placing the co-operative store in town upon a proper financial basis, according to a decision reached at a public meeting here last night.

The present capital of the store was stated to be not large enough, and H. J. Everitt, who presided, said that $15,000 at least would be necessary to run the store.

Joe Gorman, Miners' Union Secretary, said that if reorganization took place it would be necessary to give credit, which has not been done thus far. He said the volume of business since the strike had been so small that overhead expenses could not be met.

MacLean Publishing Company Has Christmas Tree for Children

Col. John B. Maclean, President of the Company, Gives a Christmas Treat to All Children of the Organization

On the Saturday afternoon before Christmas, the offices of the MacLean Publishing Company on University Avenue, Toronto, were given over to the children of the organization and their parents. The idea of the Christmas entertainment originated with Col. Maclean himself, and neither time, effort, nor money were spared in seeing that everything was arranged to give the children the time of their young lives.

Something in the neighborhood of 200 children were present of all sizes, from babies in arms to grown boys and girls, and they, with their parents, made a gathering that filled the main office that had been cleared for the occasion and flowed over into the new building in the rear.

In the centre of the main floor was a great Christmas tree loaded with gifts, for every child there was a present, books and watches and flashlights and toys generally were there in profusion, with a Santa Claus of magnificent size presiding over the ceremonies, supported by a policeman and a clown. When the last gift had been received, and the last Christmas stocking grasped by eager hands, there was a regular midway to attract the youngsters.

At the front was a magician doing wonderful things with balls and handkerchiefs; further down a Punch and Judy show, the delight of the younger children. A scale for trying their weights, and a booth where ice cream cones were to be had for the asking. In the new building the young ladies of the institution served tea to the mothers and fathers of the children, and here was a mysterious lady who would read your fortune in a cup, while another part of the floor was given over to dancing.

A Highland piper gave the necessary Scottish tone to the gathering. Altogether it was a great affair and everyone had a splendid time.

MUST NOT MOVE TOBACCO FROM ORIGINAL CONTAINER

Two Ottawa Merchants Fined For Failure to Obey the Law in this Regard

Two convictions for violation of the Inland Revenue Act by having tobacco for sale without the excise stamps, were registered in the Police Court this morning when two grocers were fined $50 and costs each.

Some merchants are putting themselves in danger of the law through ignorance of its terms. There is nothing to suggest in the evidence that these two merchants willfully offended, or that they profited in any way from the failure to observe the terms of the law. But the fact remains that the law requires that plug tobacco must not be removed from the initial container until sold. In any event there is no reason why it should be as the original container is the one best suited to preserving the best qualities of the tobacco.

STEAL 400 LBS. BUTTER

A few nights ago thieves broke into a storehouse at the rear of 311 Jones avenue, Toronto, and made away with 400 pounds of butter in pails. The butter was owned by Mrs. Rose D. Skilling of O. R. Skilling, produce merchant, 11 Myrtle avenue, Toronto.

The thieves effected an entrance by breaking in the door, and specialized in butter, for nothing else of account was taken. The value of the haul, at the present price, would run to about $280.

Export Demand Increases Rice Prices

Buying Movement From European and South American Countries Makes Large Inroads on Stocks of Southern Rices

THE heavy export demand for Southern rices at the present time is sending prices upwards rapidly at the present time. Those intimately associated with the Southern rice market state that if the demand continues at its present volume the entire crop will be consumed within the course of the next ninety days.

As it is there have been four increases in price within the past few weeks, and growers are of the opinion that if the present conditions prevail the Blue Rose variety will reach 15 cents a pound within thirty days, and that as a natural result Louisiana and Honduras rices that usually range about a cent higher will advance in sympathy.

The advances are due to the unprecedented demand for export. Large orders are being received daily from France, Belgium, Italy and Germany, while an almost equal demand is being experienced from South America. This is a demand that had developed largely of late and one that was quite unlooked for. The present firm condition in Southern rices will undoubtedly also have its effect on the price of rices derived from other sources.

Last Call for the Christmas Window Contest

One of the effective window displays that has gained a prize in a former contest.

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A Towns and Cities Under 10,000 Population		CLASS B Centres Over 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Contest closes Jan. 3. Address all entries to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto

Inventory a Serious Annual Duty

Know the What and the Why of Your Business and be Honest With Yourself

By HENRY JOHNSON, Jr.

THERE is no more serious duty that any merchant owes to his business than the duty of inventory, to take periodical stock of what he has and thereby know just how he stands with the world.

Nothing is more astounding or distressing to one who has at heart the welfare of the grocery business than the fact that so many grocers, some of them otherwise good merchants too, utterly neglect this vital duty. Why, it is hard to say. For really there is nothing complicated or particularly difficult about the process. It is simpler to-day, probably, than ever in the past because the food authorities have ruled that original costs are the basis of valuation. So we can save a lot of time hitherto taken up in ascertaining present values, according to prevailing markets. All we have to do now is use our cost books in pricing.

Objects of Inventory

If, having been negligent of this duty in the past, you ask me why you should inventory at all, I shall have various answers. The crux of the whole thing is this: that you may know where you stand.

Or if you say that you have such a small business that you know all about it, I say that there never yet was a man whose inventory, taken with honest conservatism and clear judgment of values, did not reveal to him things of which he knew little or nothing, no matter how small his business. The average storekeeper, with the average sized stock, will find things that astonish him if he inventories carefully—and surely it goes without saying that to inventory any way but carefully is the worst kind of folly.

Any merchant who carefully lists what he has on hand will discover assets he knew nothing about. He will uncover stock which has got piled away in the stock room, down cellar, under counters, every dollar's worth of which is actually a liability so long as it remains unsold. By finding it and fetching it forward for sale you accomplish many things.

You turn it over and realize a margin on it. You render unnecessary further purchase of that item until present stock is sold. You prevent waste. You thereby know yourself to be much better off than you knew before.

Be Honest About This Work

Maybe it will sound a bit odd for me to urge you to be honest about this work; but the fact is that (1) there is nothing so dangerous as fooling yourself, and (2) in no other work are men so prone to fool themselves as in placing figures on their own worth. So prepare

Henry Johnson, Jr.

yourself for this task by getting into the right frame of mind.

The first step is to write down accurately everything you have. As you count, weigh, measure, gauge or estimate, keep before you the idea of placing an honest value on your goods. This requires nice judgment; for the values to be placed are not those for which the goods would sell under the auctioneer's hammer, but what they will command in the ordinary course of a going business. A can of tomatoes, for example, with a damaged label is still a can of tomatoes, and probably can be sold at full price. A can of shrimp in the same condition should be inventoried at half value, because folks are fussy about shrimp at best, so you may have to take less than regular for that can. A torn package of macaroni or pancake flour may have lost none of its contents, yet probably you will have to buy it yourself and use it at home, so that should be heavily discounted.

In such conditions, even dozens with one item damaged should be listed as 11½ at so much per dozen. If the one item be damaged further, even though not instrinsically in worse condition, list only 11/12 of a dozen. Wipe out the doubtful item entirely. Then any chance you take on its sale will be a chance to gain and not to lose.

This brings me to the next point: that no matter what values you put on your goods at inventory time, you neither alter their value nor lessen nor enhance your chances of selling them profitably. Ever think of things that way? It is a wonderfully illuminating idea if thoroughly digested. What you are doing is seeking to arrive at a fairly accurate statement of what your stock is worth. Keep that thought before you. Let other considerations go by the board until this end is attained. The same is true of your accounts, fixtures, etc. Inventory what is owing to you with great care. Place an estimate on each account near to what your judgment tells you will be realized on it. This is a corking good time, too, to weigh your customers' characters carefully and decide just which of the Smiths, Browns, Joneses and Robinsons stand up under a calm scrutiny. Then list the weak sisters for elimination—and do the eliminating, too. Do not stop with the listing.

Remember, further, that your natural, inconscious disposition will be to overvalue everything—goods, accounts, fixtures. So if you try hard to under-value you really are apt to value correctly. If you are going to err at all, make the error on the safe side, by under-valuation. Then, no matter how the figures look when you are finished, you will know at least one worth-while fact: that you are worth not less than the figures indicate.

When To Do It

The right time to inventory is when business is stopped. This year, the preferred date is Wednesday, Dec. 31. If you pull down your shades or paste papers over your windows, you can work undisturbed and get all your figures listed quietly. If you have anything but a very small business, you will need your clerks to help. By scattering them about and assigning certain plain counting and listing to the more reliable among them, you can get done with this part of the job along in the afternoon. And you can call on the boys and girls, too—at this time for that extra help since you are giving them two holidays with pay so close together. After the stock is listed, count your cash, note your bank balance, cast up the totals of what you owe and what is owing you, make a note of these figures.

You can price most of the stock during the coming week by taking an hour or two evenings after closing time. Add the sheets as you extend totals. Then take another sheet and on it list the totals of your stock inventory, your book accounts, your fixtures and all other assets, and cast up the grand totals. Next write the totals of your liabilities on the same sheet. Subtract the liabilities from the assets and what remains is your net worth. Compare that with your net worth a year ago and you will have an exact measure of what you have accomplished during 1919.

It is a fair gamble that the result, if you have been honest with yourself, will be sobering. But it is excellent to be sober—especially right after the first of the year. At any rate, you can feel that now you know the worst about our busi-

(Continued on page 41)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Gay E. Best, grocer, Halifax, N.S., has moved to Florida.

The store of M. J. Paquet, groceries and meats, Souris, P.E.I., was destroyed by fire recently. It was partially insured.

Ontario

J. H. Curtin, grocer, Toronto, is dead.

Louis Rossman, Toronto, has sold to Louis Gold.

Arthur Brouillard, Sault Ste. Marie, is selling out.

A. Carriere has opened a grocery business in Ottawa.

W. F. Ballantyne, Jordan Station, has sold to M. Stouck.

D. Swedline, grocer, Toronto, has sold to Louis Rossman.

F. J. Sexton, grocer, Toronto, has sold to Cardwell & Reid.

R. A. McDonald, grocer, Kitchener, has sold to R. J. Kube.

J. J. Morrison, general merchant, Consecon, has sold out.

Wm. Scott, grocer, Bowmanville, is closing out his business.

A. G. T. Robinson, grocer, Toronto, has sold to J. E. Cowle & Co.

John Hewitt, groceries and meats, Hamilton, has sold to Frank Lee.

Henry L. Calverly, grocer, Toronto, has been succeeded by George Hennessey.

J. A. Quennell has again opened a grocery business in Wallaceburg, at the corner of Dufferin and James streets.

Royle and Darby will open a grocery business at 157 St. Paul street, St. Catharines, Ontario, between January 1 and 15.

Jas. Kyd, of T. J. Castle Co., Ottawa, is retiring from the position of buyer, after nine years' service, to go into the brokerage business in Ottawa.

J. H. Lacey, general merchant, Hillsburgh, Ont., has admitted his son into partnership with him, and this business in future will be known as J. H. Lacey & Son.

John T. Conway, Perth, has purchased the O'Brien building and will fit it up to meet the enlarged needs of the store. He has taken a ten years' lease of the Brooks block also, and the whole will undergo a thorough renovation.

F. H. Clifford, for many years a merchant of Brockville, Ont., died recently, aged 68. Before entering the mercantile business he was a locomotive engineer on the Grand Trunk Railway, running between here and Montreal.

William Fewster, a pioneer resident of Dereham Township, Ont., passed away recently at the home of his brother, Robert Fewster, Ingersoll. The late Mr. Fewster was in his 59th year and for seven years past had conducted a grocery store at Corinth, Ont.

Western

A. H. McCrea, Bawlf, Alta., has sold to Geo. McCrea.

Herbert Havers, Morris, Man., has sold to J. B. Gillespie.

A. D. Pauloff & Co., grocers, Regina, Sask., have sold to A. Velon.

J. J. Doupe, general merchant, Duval, Sask., has sold to B. Neuman.

H. A. Wilson, general merchant, Sintaluta, has sold to D. R. Anderson.

Peter Ballantyne, grocer, Winnipeg, has been succeeded by Henry Ritchie.

Wm. L. Taylor and Robert D. Essery have registered a partnership in groceries and general merchandise at Leduc, Alta., under the name of Taylor & Essery.

GROWING DEMAND FOR CANADIAN PREPARED MILK

In pre-war days, the manufacturers of condensed milk in the United States and Canada were confronted with keen competition when endeavouring to place their products on the British market. The European brands were well advertised and the quality had commended itself to the British taste. Furthermore, the manufacturers of the same were able to produce cheaply, and proximity to the British market conferred upon them an advantage denied to the producers in the United States and Canada.

War conditions changed the sources of supply, so that "American" and Canadian brands began to flood the stores in the United Kingdom. Some idea of those changes may be gathered from the following statistics. In 1913, about 36,000 cwts. of unsweetened condensed milk were imported into England from Norway, 6,200 cwts. from the Netherlands and 5,728 cwts. from Switzerland. During that year only 14 cwts. came from the United States and none from Canada. In 1914, no supplies arrived from the latter two countries. By 1918, however, supplies from Norway had declined to 257 cwts. to 760 cwts. from Switzerland, and none arrived from the Netherlands. The imports from Canada had advanced to 64,571 cwts., and those from the United States to 833,152 cwts. It should be recorded in this connection that the total imports of the United Kingdom rose from 37,396 cwts. in 1913 to 900,696 cwts. in 1918. It is not considered likely that this unprecedented total will be maintained in the future; but there will always exist a big market, especially as the price of fresh milk is to be 25 cents per quart during the next few months.

WHY BLACK TEAS ARE HIGH PRICED

The advancing price of black teas in the last few months has been a feature of the tea markets in New York. When asked why prices are higher a leading New York importer pointed out that in the last four months only 13,000,000 pounds were brought into this country, as compared with approximately 30,000,000 pounds in each corresponding period of 1918 and 1917. Compared with the black varieties he stated that Formosas are still relatively cheap, although this year's crop is 25 per cent. below normal.

OTTAWA GROCERS TO HOLD BANQUET

The grocers' section of the Retail Merchants' Asociation, of Ottawa, will hold their annual banquet in Masonic Temple on January 8. Plans were arranged at the grocers' meting held recently. The wholesale grocers of the city, commercial travellers and officers of Retail Merchants' Association will be guests, and prominent business men will give "peppy" business talks.

Clarke Cummings is chairman of arrangements, and A. G. Johnson is secretary. The members of the committee are T. A. C. Kennedy, B. G. Crabtree, A. S. Moreland and Duncan Bell.

EDDY COMPANY MATCH PLANT HAS 43½ HOUR WEEK

The E. B. Eddy Company, Limited, has instituted a 43½-hour week in its match factory. Wages have been increased in proportion to the reduction of the hours, and as a result the employees, who are mostly girls, will now work shorter hours at the Hull plant, and will receive higher remuneration.

APPLES MUST BE STATED IN TERMS OF BARRELS

When apples are imported otherwise than in barrels, the quantity in terms of barrels shall be ascertained by comparison of the cubic measurement of the containers with the cubic measurement of a standard barrel, viz.: 7,055 cubic inches, as provided by the Inspection and Sale Act.

NEWS FROM WESTERN CANADA

Some Novel Display Ideas

Vancouver Store Used Novel Display to Call Attention to Store's Service.

By ROY A. HUNTER

McTAGGART'S Grocery on Granville Street, Vancouver, have two good ideas in operation this week. In one window is a large map, simply drawn, of the interior of B.C. The Okanagan Valley, and the Kootenay Valley each is shown, but a big arrow points to KEREMEOS, because that is the spot where the honey was produced which is displayed in the window. While CANADIAN GROCER waited, the genial Mac was wrapping it up and handing it out—not to shoppers—no—but to business men, passers-by whose attention had been arrested by the map, and to whom the appearance of the honey, which was candied, simply couldn't be resisted.

Getting the Attention

And in the other window? Why McTaggart had a big brown-paper screen for a background, and on this screen were small squares with names and addresses in England, Scotland, Wales, France, Eastern Canada, and elsewhere. These were the places to which during the last two weeks packages have been mailed—carefully packed little boxes of British Columbia apples like the display in front of the screen. McTaggart has put up these parcel post packages of apples for four years now, and already this season over a thousand boxes, at a dollar a box (postage extra) have been dispatched. In each box the following card is enclosed, and great care is taken to make the package bear out the card. Last week this store filled one window with the congratulatory letters received from all points of the compass referring to last season's apple shipments.

WE ARE PROUD OF OUR REPUTATION AS EXPERT PACKERS AND HAVE SPARED NO EFFORT TO INSURE THIS PACKAGE REACHING YOU IN PERFECT CONDITION.

J. McTAGGART & SON
792 GRANVILLE STREET
VANCOUVER, B. C.

SPECIALISTS IN BRITISH COLUMBIA APPLES

The Farmers' Departmental, Ltd., general store, Bawlf, Alta., have sold this branch to J. H. King.

The plant of the Turtle Mountain Milling Co., Borssevain, Man., was recently damaged by an explosion.

Interior of the J. McTaggart & Son grocery, Vancouver, B.C., showing some interesting ideas in interior display.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week continue very firm and particularly on the Montreal market several lines show tendencies to advance. The tendency is with few exceptions towards higher levels, and scarcity of goods in many instances is very pronounced.

MONTREAL—Molasses, concerning which CANADIAN GROCER has consistently reported as firming and likely to be higher, advanced another 5c this week to $1.25 per gallon, puncheon basis, Montreal. There can be, say the trade, little hope of lower prices on this. Peanut butter is higher in price. Rice has advanced half to one cent per pound and one brand of starch is higher. Raw sugar crystals are marked higher. It is reported that tomatoes and canned peas will shortly advance. Apricots are the only item in the list of dried fruit that give promise of ruling easier after the turn of the year. Rolled oats are firming and may advance any day. Cornmeal is firm. Package oats, too, are likely to go up.

Sugar markets are no easier, but refiners are still shipping, though raw sugars are scarce. Flour prices are firm and in trade circles there is rumor of an advance, but this is not clearly defined. Spices are very firm.

TORONTO—The markets this week show few changes as compared with the preceding seven-day period. In the days immediately before Christmas there was a very heavy inquiry for all foodstuffs and the wholesale trade was more active than at any previous time. The sugar situation is not improved to any great extent as far as supplies are concerned and even higher prices are anticipated in the New Year. Cereals, too, are very firm and are likely to advance, particularly rolled oats. Many wholesalers are entirely without raisins and shipments ordered weeks ago are just beginning to arrive. Supplies have been very scant now for some time, but it is hoped that in the New Year receipts will be better. Peels have been very high and citron particularly is almost impossible to procure.

Produce lines are unchanged, and eggs, butter and cheese are all selling at very strong prices. Fresh meats were slightly higher this week.

WINNIPEG—Markets in general groceries are very strong. The holiday trade has been very heavy and this fact coupled with the scarcity of several lines has rendered values very high. The sugar situation is much the same with supplies very scant. Raisins, too, are very scarce. Some lines of coffees have advanced and the market in coffees generally is very strong. Icings and jelly powders are very scarce on account of the sugar shortage. All produce lines are in big demand and are selling at high prices.

QUEBEC MARKETS

MONTREAL, Dec. 23—Important changes are made this week in the market prices of a number of commodities and others are likely to mature in the immediate future. These are, for the most part, in the nature of advances.

Crystal Sugar Up; Medicines Are, Too

Montreal.

RAW SUGAR, MEDICINES.— Peruvian raw sugar crystals have advanced in price to 13½c per pound. Minard's liniament is higher. The price in one dozen lots is advanced from $2.25 to $2.50; that on quarter grosses from $26 to $29; half gross, $25 to $28, and gross lots $24 to $27, the latter three prices per gross, and all subject to the usual 5 per cent. discount. Gauvin's Aniseed Syrup, too, is increased in price 50c per dozen to $1.90.

One Brand Starch Is Marked Higher

Montreal.

STARCH.—The basis is marked up for "The Sisters" brand of starch. Advance is 15c per case to $5.90 per case of 48 one-pound packets.

An Advance is Made For Peanut Butter

Montreal.

PEANUT BUTTER.—Higher prices are effective for peanut butter, two well-known makes being involved. Bowles' make is selling at $1.45 in one pound jars; $2.35 in 2s; $2.90 in 3s; $1.50 in one-pound tins, and 28c per pound in bulk. Clark's, in quarter pounds is quoted up at $1.90; ½s, $2.45; 1s, $3.40, and in bulk, 28c.

Sugar to be Had in Limited Quantities

Montreal.

SUGAR.—The supplies of sugar are

fair, but of course there is still an insatiable demand, particularly so with holiday demands greater than usual. Refineries have been shiping out stock right along, and while there is likely to be a temporary cessation of melting owing to the difficulties of getting supplies of new crop raws, this will perhaps be of short duration.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	12 00
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Icing, barrels	12 20
Icing, 25-lb. boxes	12 60
Icing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack.	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.)	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

New Gallon Apples; Expect Bigger Export

Montreal.

CANNED GOODS.—While there is not, at the present time, a great deal of movement in canned goods to export buyers, it is stated that there will be, in a few weeks a lively movement to Europe. Prices, then, and probably before, are likely to firm. Higher prices, some assert, will soon apply to peas and to tomatoes.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
No. 2	....	20 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	...	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2½	4 80	5 15
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2½s	....	5 25
Do., 2s (light syrup)	....	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	....	2 25

Receipts Dried Fruits Have Been Absorbed

Montreal.

DRIED FRUITS.—Jobbers have taken delivery of booked orders, and it is stated that, as they did not anticipate the bareness of the market here in making their specifications, demand has been such, for various fruits, that stocks recently received are now fully distributed to ultimate buyers. The basis is firm, and this is true, in particular, of raisins and prunes, peels, dates and figs.

Peanuts May Firm; Other Nuts Steady

Montreal.

NUTS.—The trade is most active, and decidedly large supplies have gone into consumer trade during the past two or three weeks. Virginia peanuts, some think, will go higher rather than decline.

Almonds, Tarragona, per lb.	0 30	0 35
Do., shelled	....	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 26
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Ready Sale For Best Grade Boiling Peas

Montreal.

BEANS AND PEAS.—Prices for best boiling peas, while high, are easy to obtain, for the good stock is still scarce and jobbers having the better stock have no difficulty in disposing of their holdings. The undertone is of a firming nature.

BEANS—		
Canadian, hand-picked, bush.	5 10	5 40
Japanese	....	5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Half To One Cent Added Rice Prices

Montreal.

RICE.—Prices have advanced on various grades of rice, and half to one cent per pound is added. The tendencies are strong, and it begins to look as though there will be no reduction in the basis. One of the most recent acts of the Siam Government is to place an embargo against the export of Siam rice for a year.

RICE—		
Carolina, ex. fancy	17 50	20 00
Do. (fancy)	....	17 00
Do., No. 2	....	16 50
Siam, No. 2	....	12 50
Siam (fancy)	....	16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin	....	13 75
Sparkling	....	15 75
Japan	....	13 50
Do., special	....	9 50
Patna	0 14¾	0 15½
Broken rice, fine	....	7 00
Do., coarse	....	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

Five Cents Added To Price of Molasses

Montreal.

MOLASSES, SYRUPS.—Prices are higher again for molasses. Fancy Barbadoes is now selling at $1.25 per gallon for Montreal delivery, and the outlook promises that prices will be firm.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 08¼
Half barrels	....	0 18½
Kegs	....	0 08¾
2-lb. tins, 2 doz. in case, case	....	5 45
5-lb. tins, 1 doz. in case, case	....	6 05
10-lb. tins, ½ doz. in case, case	....	5 75
20-lb. tins, ¼ doz. in case, case	....	5 70
2-gal. 25-lb. pails, each	....	2 60
3-gal. 38½-lb. pails, each	....	3 85
5-gal. 65-lb. pails, each	....	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	....	5 95
5-lb. tins, 1 doz in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
20-lb. tins, ¼ doz. in case, case	....	6 20
Cane Syrup (Crystal) Diamond—		
ease (2-lb. cans)	....	7 50
Barrels, per 100 lbs.	....	10 25
Half barrels, per 100 lbs.	....	10 50
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 25
Barrels	1 28
Half barrels	1 30
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Sales Coffee Steady; Big Output Cocoa

Montreal.

COFFEE, COCOA.—Sales of coffee have been steadily active, and the supplies, augmented by recent arrivals, are heavier. Cocoa is ruling steady at the changes of last week.

COFFEE—		
Rio, lb.	0 35	0 37½
Mexican, lb.	0 44	0 46
Jamaica	0 42	0 45
Bogotas, lb.	0 46	0 48
Mocha (types)	0 45	0 48
Maracaibo, lb.	0 44½	0 46

Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	....	5 50
In ½-lbs., per doz.	....	2 90
In ¼-lb., per doz.	....	1 55
In small size, per doz.	....	1 15

Are Few Free Teas And Firm Undertone

Montreal.

TEAS.—There has been little let-up in the demand for various grades of tea, the trade stating that imported stocks have immediately found their way to sources by whom they were ordered. There are, in consequence, few "free" teas to be had, and stocks, therefore, are widely liquidated.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

If Oats Continue To Soar, Packages Higher

Montreal.

PACKAGE GOODS.—Under the present trend of the market for best grade milling oats there is every indication that prices will move higher for the package goods. These, in the meantime, while unchanged, are decidedly firm in the undertone. Most package goods are free sellers, particularly the prepared cereals.

Rolled Oats Firmer And May Go Higher

Montreal.

CEREALS.—While rolled oats are still selling, in 90-pound bags for $4.70, their tendencies are upward, and ere the week-end there is prospect of the low basis being near the $5 mark. There is quite a demand from the trade. Cornmeal, too, is firm, and while the Golden variety may be had still for $5.50, this price may not last long.

Cornmeal, golden granulated	5 50	6 25
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	....	6 45
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 40	6 00
Rolled oats, 90-lb. bags	4 70	5 25

Sell Much Feed To Trade; Firm Prices

Montreal.

FEEDS.—Bran and shorts are big sellers to the farmers, and to the trade generally. There is, weekly, a big demand on available stocks, and it is stated that some are paying a premium to obtain requirements, but the fixed prices of $45 and $52 per ton still obtain for bran and shorts respectively.

Will Flour Go Higher? Undertone Very Firm

Montreal.

FLOUR.—The question being asked in the trade these days is: "Will flour prices soar?" There seems to be much speculation in the matter, and interest attaches to any announcement which may be made by the head of the Wheat Export Company. As yet nothing has been outlined regarding free export of flour, and so long as control is rigidly exercised there is likely to be little change from the present basis.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bbl., in(2)cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30
Winter wheat flour (bbl.)	....	10 75

Spices May Advance; Are on Firm Basis

Montreal.

SPICES. — Well-posted authorities state that there is likelihood of prices being higher on various spices. Cloves, at the present time, are very firm and are difficult to obtain. There is still quite a good sale for various lines, and the whole market undertone is firm.

All Fruits Rule High; Holiday Trade is Big

Montreal.

FRUITS.—Nearly every line of fruit is high in price, particularly good apples, grapes, and such fancy fruits as are obtainable. The tendencies are firmer, perhaps, because of the steadily heavy demand. Supplies have come to hand readily, but are quickly absorbed.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red	....	12 00
Fameuse, No. 1	....	14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	3 75	4 00
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	12 00	13 50
Do., gal.	....	0 75
Holly, doz. bunches, doz.	....	2 00
Grapes, Tokay (box), 30 lbs.	....	3 50
Grapes, Emperor, kegs	8 00	10 00
Grapefruit, Jamaican, 64, 80, 96.	....	4 25
Evergreen, bundle	....	3 00
Do., Florida, 54, 64, 80, 96	....	4 25
Lemons, Messina	....	6 00
Pears, Cal.	....	6 50
Pomegranates (boxes of about 80), box	....	3 00
Keiffer Pears (box)	....	2 75
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	....	6 25
Cal. Navels	....	7 00
Florida, case	....	4 00

Little Change But Vegetables High

Montreal.

VEGETABLES.—Demand from the consuming trade for vegetables has been good right along, and prices are, for the most part, on a new high basis. Potatoes are in fairly good supply, particularly of the Quebec variety, and while some of the holdings are said to have been frosted, the immediate stocks in the hands of some dealers are reported quite heavy. Best grade turnips are up 50 cents per bag to $2.

Artichokes, bag	....	2 00
Beans, new string (imported) hamper	....	7 00
Beets, new, bag (Montreal)	....	1 50
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 75
Cauliflower, American, doz.	5 00	6 00
Cabbage (Montreal), barrels	2 75	3 00
Carrots, bag	....	1 00
Celery, Canadian, doz.	....	1 00
Do., California, 5-7 doz. crate	....	11 00
Garlic, lb.	....	0 28
Horseradish, lb.	....	0 25
Do. (Boston), head, crate	....	3 75
Leeks	....	2 00
Mint	....	0 60
Mushrooms, lb.	....	1 50
Do., basket (about 3 lbs.)	....	4 00
Onions, Yellow, 75-lb. sack	....	5 00
Do., red, 75 lbs.	5 00	6 00
Do., crate	....	2 75
Do., Spanish, case	7 00	7 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 30
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 50
Potatoes, Montreal (90-lb. bag)	2 35	2 50
Do., sweet, hamper	3 50	3 75
Do., New Brunswick	....	2 50
Do., sweet, hamper	3 00	3 50
Radishes, doz.	....	0 25
Spinach, box	1 00	1 25
Squash, Huber, doz.	2 00	3 00
Turnips, Quebec, bag	1 50	2 00
Do., Montreal	....	1 25
Tomatoes, hothouse, lb.	....	0 35

Oats Are Up 4c; Farmers Hold Hay

Montreal.

HAY AND GRAIN.—Farmers seem bound to maintain prices for hay, and, in fact even at present prices are not anxious, apparently, to deliver. Road conditions are very poor and this would affect delivery in any event. The feature of grain markets this week is that of a four cent advance for oats, and the market is strong. Barley still is not obtainable, and no quotations are therefore given.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	25 00
Do., No. 2	....	24 00
Do., No. 3	....	20 00
Straw	....	12 00
Oats—		
No. 2 C.W. (34 lbs.)	....	1 05
No. 3 C.W.	....	1 03
Extra feed	....	1 03
No. 1 feed	....	1 02
No. 2 feed	....	1 00
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....

ONTARIO MARKETS

TORONTO, Dec. 26.—The wholesale trade experienced a very heavy demand for all kinds of foodstuffs prior to Christmas, dealers stating that business was on a larger scale than ever before. The markets this week are for the most part steady and unchanged.

Sugar Quotations Are Unchanged

Toronto.

SUGAR.—The market for sugar continues very strong, with no changes in quotations this week. Supplies are about the same. There is no actual shortage as far as this market is concerned, but supplies are by no means abundant.

Quotations on raws are at very high levels, and everything points to a continuance of strong prices for some time to come. Many are predicting 15 cent sugar in the coming year.

St. Lawrence, extra granulated, cwt....	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated.	12 21
Dom. Sugar Refinery, extra granulated..	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

Molasses Likely To Be Higher

Toronto.

MOLASSES, CORN SYRUPS.—There are no changes in the market for molasses and corn syrups. Prices are holding very firm. There is an active demand for both molasses and corn syrups. Higher prices on the former are looked for in the New Year.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 08¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 95
Cases, 5-lb. tins, white, 1 doz. in case	....	6 55
Cases, 10-lb. tins, white, ½ doz. in case	....	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cane Syrups—		
Barrels and half barrels, lb....	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels.....	1 10	1 15
Choice Barbadoes, barrels.....	....	1 00
West India, bbls., gal.....	....	0 40
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case West Indies, 1½s, 48s.....	4 60	6 95
of ½ doz.	3 60	6 00

Rolled Oats Show Strong Tendencies

Toronto.

CEREALS.—The market for cereals is very strong, and prices of rolled oats in bulk show tendencies to advance. It is likely that quotations will undergo changes in the New Year. Barley is also very strong, and cornmeal is holding firm at unchanged figures.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s	....	6 00
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 75	6 00
Do, fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag	....	6 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	0 08	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾

Canned Goods Holding Steady

Toronto.

CANNED GOODS.—The canned goods market is a little quiet at the present time. Wholesalers state that there is not a heavy movement in canned stuff, and prices are holding steady. There is only a very moderate demand for both canned vegetables and fruits.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.....	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoes, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls..	3 75	4 25
Do., White Springs, 1s, doz..	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.....	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb., doz.	....	6 00
Do., ¼-lb. tins	....	3 25
Whale Steak, 1s, flat, doz.....	1 75	1 90
Pilchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen.....	....	1 45
Tomatoes, 2½s, doz.	1 95	2 00
Peas, standard, doz.	2 00	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.....	2 45	2 50
Do., extra sifted, doz.....	2 77½	2 82½
Beans, golden wax, doz.....	....	2 00
Asparagus, tins, doz.....	3 85	4 25
Asparagus butts, 2½s, doz.....	....	2 50
Canadian corn	....	1 75
Pumpkins, 2½s, doz.....	....	1 25
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.....	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.....	4 50	4 75
Do., shredded, 2s, doz.....	4 50	4 75
Rhubarb, preserved, 2s, doz.....	2 07½	2 10
Do., preserved, 2½s, doz.....	2 65	4 52½
Do., standard 10s doz.....	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.....	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.....	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.....	....	5 25
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz. ..	....	4 60
Do., 4s, each	....	1 15
Gooseberry, 4s, each	....	0 98
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	0 97
Do., 16 oz., doz.	....	4 00
Red Currants, 16 oz. doz.	....	4 15
Raspberries, 16 oz., doz.	....	4 50
Do., 4s, each	....	1 15
Strawberries, 16 oz., doz	....	4 70
Do., 4s, each	....	1 20

Raisins Are Still in Scant Supply

Toronto.

DRIED FRUITS — Dried fruits are generally very strong, and there is no improvement in the raisin situation. One wholesaler received a consignment of raisins shipped at the beginning of November, on Friday last. This indicates the difficulties of transportation at the present time. These raisins are Silver Crown bleached, Thompson's seedless, and quoted to the trade at 25 cents per pound. Both lemon and orange peel are very strong, and some wholesalers are asking as high as 48 cents per pound for it. There is scarcely any citron peel available, and any there is, cannot be bought under 75 cents.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s....	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	....	0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.....	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. in case.....	....	7 00
Fard, lb.	0 28½	0 29½
New Hallowee dates, per lb. ...	....	0 19½
Figs—		
Taps, lb.	....	0 17
Malagas, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case.....	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case.....	....	2 25
Prunes—	Per lb.	
30-40s, 25s	....	0 31
40-50s, 25s	....	0 28
50-60s, 25s.....	....	0 24
60-70s, 25s	....	0 22
70-80s, 25s	....	0 21½
80-90s, 25s	....	0 17¾
90-100s, 25s	....	0 16¾
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled ...	0 26½	0 28
Choice, 25-lb. box, peeled.....	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	....	....
Do., fancy, sulphur blch., 25s	....	....
Seedless, 15-oz. packets.....	0 21	0 22
Seeded, 15 oz. packets	....	0 20½
Seedless, Thompson's, bulk e...	0 23	0 24
Crown Muscatels, No. 1s, 25s...	....	0 23
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

No Changes in Spot Tea Prices

Toronto.

TEAS.—The market in teas continues very firm with no changes in quotations on spot. All indications point to a continuance of a very strong market.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans.....	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Good Coffees on Spot Tea Prices

Toronto.

COFFEE.—Primary markets in coffee are inactive on account of the holiday season. The tendency, however, is towards higher levels, and the scarcity of good coffees on this market is very pronounced. Many houses have very little good coffee to offer for sale.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	9 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.....	0 46	0 47½
Ceylon, Plantation, lb.	....	0 54
Chicory, lb.	....	0 25
Cocoa—		
Pure, lb.	....	0 31
Sweet, lb.	....	0 31

Nuts Are Active at Strong Prices

Toronto.

NUTS.—Both nuts in the shell and shelled are in active demand, and have been selling very freely for the Christmas trade, even at comparatively high figures. California walnuts are quoted at 40 cents per pound in sack lots.

Wine ½ gal. tins, 12 to case, case		20 00
Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Grenobles, lb.		0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 45
Do., sweetened, lb.		0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeau lb.	0 88	0 90
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.		0 88
Pecans, lb.		1 30

Heavy Demand For California Fruits

Toronto.

FRUITS.—The demand for fruits has been tremendous this week. In the three days before Christmas, there was a heavy inquiry for oranges particularly. Grapefruit and lemons have also been big sellers, and Spanish Malaga grapes have sold well. Prices on the whole show few changes as compared with a week ago.

Bananas, Port Limons		0 08
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s	5 50	6 75
216s, 250s, 288s, 324s	5 50	6 75
Cal. Navels—		
100s, 126s, 150s, 176s, 200s	6 00	7 50
216s, 250s, 288s, 324s	6 00	7 00
Lemons, Cal., 300s, 360s	5 00	5 50
Lemons, Messinas, 300s		5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Apples—		
Nova Scotia Kings, bbl.	6 00	7 00
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box		3 75
Jonathans, box	3 35	3 50
Kings, box		3 26
Spys, Ont., box		2 75
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	3 75	4 00
Cal. Pears		5 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	3 50	4 50
Grape, Cal., Emperor		
Drums	7 75	8 00
Do., Spanish Malagas, keg	13 00	15 00
Cranberry, Cape Cod, bbl.		14 00
Do., half bbl.		7 50
Do., boxes		4 50
Pomegranates, boxes		4 00
Can. Chestnut, lb.		0 25

Ont. Potatoes Now $2.75 Bag

Toronto.

VEGETABLES. — Prices of Ontario and Quebec potatoes are advancing, the price quoted this week being $2.75 per bag. California cauliflower is selling at $6.25 per case, and Iceberg head lettuce is quoted at $6.50.

Cabbage, bbl.		2 75
Carrots, per bag		1 25
Parsnips, bag		1 75
Lettuce, Cal., head, crate 8 doz.		8 00
Hothouse Tomatoes, lb.	0 30	0 40
Onions, Yellow Danvers, 100-lb. sacks		7 00
Do., 75 lbs.		4 50
Spanish Onions, large cases		7 50
Do., small crates		2 60
Do., Cal. Australian Browns, 100 lbs.		7 50
Onions, white, large sacks		6 50
Green Onions, doz. bunches		1 00
Spanish, hamper		3 00
Celery, 8 doz.		7 00
Cauliflower, Cal., case		6 25
Potatoes—		
Ontario, 90-lb. bags		2 75
Quebec, 90-lb. bags		2 75
Jersey Sweet Potatoes, hamper		2 75
Do., bbl., double headers		7 50
Turnips, bag		1 00
Mushrooms, 4-lb. basket		3 50
Holly Wreaths, doz.		2 00

WINNIPEG MARKETS

WINNIPEG, Dec. 23—The sugar situation is not improving to any great extent and according to reports the shortage is expected to be acute in January. Icings and jelly powders are also in light supply, because of the sugar scarcity. Dried fruits are also light stocks and prices very strong. The holiday business has been very active in the face of strong values.

Dried Fruits Are In Scant Supply

Winnipeg.

DRIED FRUITS.—The congestion in California is causing a general scarcity of dried fruits. High premiums are being asked by speculators and holders of any large stocks. Seeded raisins in particular are very scarce. There has been a larger quantity of seedless come in but they have been picked up quickly. Due to the scarcity of all lines of dried fruits and the higher prices on jams and canned fruits, the price on dried apples is much stiffer. Some jobbers report they cannot purchase for immediate delivery for less than one half cent advance over their former purchases.

OLIVES.—Spanish olives have advanced from 10 to 20 per cent. A great scarcity is reported. New crop will not be in before the latter part of February. Spot stocks with packers are very short.

Sugar Situation Is Not Improving

Winnipeg.

SUGAR.—The sugar situation is not improving; a shortage is looked for during January at least. The Cuban estimate has just come to hand for 1920. It is estimated to be 4,450,000 pounds over last year's crop, but in the face of the world shortage and the continued increase in consumption, it is not looked upon to be very hopeful as far as relief is concerned. For December deliveries New York has been bidding very high. Offerings have been made as high as 13 cents for raws.

Nuts Are Pretty Well Cleaned Up

Winnipeg.

NUTS.—Spot supplies of nuts are practically all cleaned up. Some jobbers are away short on their orders in hand. Retailers report a very heavy demand. Prices generally are firm. There have been no advances.

Jam Quotations Are Advancing

Winnipeg.

JAMS.—As pointed out some time ago jams were due for an advance. A number of packers have already advanced their lines and a general advance is looked for on both mixed and pure fruit jams.

Rolled Oats At Strong Prices

Winnipeg.

CEREALS.—The rolled oats market is very strong. Advances are looked for. Many buyers are putting in heavy stocks both in package goods and bulk. The bean market is decidedly firmer, an advance of 30c per bushel has been noted both for imported and B. C. beans. Sales are reported heavier the past week.

Peppers Are Up a Cent Per Pound

Winnipeg.

SPICES.—The spice market on almost all lines is very firm, advances of one cent. per pound are noted on all grades of pepper, both black and white. Oriental spices are higher. Cassia, Japan chills and ginger have advanced from two to three cents per pound. Spices for some time have been sold cheaper on the New York market than it would have cost to import. Quotations on tin containers have just been withdrawn, which would indicate an advance in price as there is a heavy shortage in all tin lines. Cloves also have shown an advance of two cents per pound.

Icings and Jelly Powders Scarce

Winnipeg.

MISCELLANEOUS.—Owing to the sugar situation it is very difficult to get sufficient supplies to manufacture icings and jelly powders. There is a heavy demand at this particular season for both these lines and manufacturers are only filling part orders. Owing to the higher cost of practically all materials used in the manufacture of baking powder and the necessity of importing these materials from the United States, exchange also being an added factor, it is felt by the baking powder manufacturers that the prices must advance. The tin container shortage is also another factor. Starch of all varieties is very firm. An advance of a quarter cent per pound

has been reported in the past few days. Starch at present is certainly good buying.

All Grades of Coffees Very Firm

Winnipeg.

COFFEES.—All grades of coffee are very firm, the primary market in some lines showing an advance of at least two cents per pound, particularly on Santos and Bourbons. The good grades of Santos and finer coffees are very hard to get. Considerable coffee in transit the past two weeks has been affected by frost.

Tapioca Advancing; Rices Very Firm

Winnipeg.

RICES.—Tapioca for arrival has advanced about one cent per pound. There is a general firmness reported on tapioca along the street. Sago is normal but there is a tendency to a firmer market. All grades of rice are reported as being very strong with Oriental shippers asking slightly higher prices.

Potatoes Show No Change

Winnipeg.

Potatoes, per bush.	2 00	2 25
Turnips, per cwt.	....	2 50
Carrots, per cwt.	....	4 00
Beets, per cwt.	....	3 00
Cabbage, per cwt.	....	4 00
Man. Onions, per cwt.	....	5 00
B.C. Onions, per cwt.	....	6 00
B.C. Apples, box	3 25	3 50
Ont. Apples, per bbl.	7 00	12 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 22.—Rolled oats are now quoted here at $4.60 for 80s. Advances on many lines of tobaccos have also taken place. Honduras rice is quoted at $12.25 per cwt. Some very nice samples of Carolina rice is offered at $16.90 per cwt., and Louisiana rice is $18 per cwt. Hallowee dates in bulk have arrived and are quoted at 23 cents per pound. Sago is quoted at from $13.50 to $15.50 per cwt. Filiatras currants are now on the market at 26 cents per pound. Spanish Malaga raisins arrived to-day, long overdue. Five and a half pound trays are quoted at 23 cents, and the crowns, 21 pounds, are offered at $8.50. Some brands of coffee in tins are higher. Holiday business has been brisk, and the weather has been very mild. Poultry prices are steady.

Flour, 96s, per bbl.	....	10 70
Beans, B.C.	7 50	9 00
Rolled oats, 80s	....	4 45
Rice, Siam	13 50	14 50
Japan, No. 1	17 00	18 00
Tapioca, lb.	....	0 14
Sago, lb.	0 13½	0 15½
Sugar, pure cane, granulated, cwt	....	....
Cheese, No. 1, Ontario, large	0 31	0 33
Butter, creamery, lb.	....	0 70
Do., dairy, lb.	....	0 55
Lard, pure, 3s, lb.	0 32	0 32½
Eggs, new-laid, local	0 80	0 85
Do., No. 1 storage	0 65	0 70
Tomatoes, 2½s, standard, case	4 00	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	....	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 24	0 25
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 16
Do., 70-80s	....	0 17
Do., 50-60s	....	0 20
Do., 30-40s	....	0 26
Do., 20-30s	....	0 31
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Filatras Currants, lb.	....	0 26
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	60 00
Oranges	....	6 35
Lemons	....	7 75
Grapefruit	....	7 00
Pears, evaporated, lb.	....	0 33½
Pineapples, 2s	....	6 20
Do., 2½s	....	7 90
Spanish Malaga Raisins, 5½-lb. tr.	....	0 23
Do., Crowns, 21 lbs.	....	8 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 22.—Few changes in the market locally are reported. The general trend of prices is firm. Dairy products are higher. Christmas poultry is plentiful but stiff prices are asked for turkeys at from 70 to 90 cents. Fresh eggs are 80 cents. Creamery butter is 70 cents, and dairy 65 cents. Tub butter is 60 cents. Pure lard is from 32 to 32½ cents. Potatoes are becoming firmer and are quoted at $4.50; onions at $6.50. Lemons are from $6.50 to $7, and oranges from $6 to $8.

Flour, No. 1 patents, bbls., Man.	....	12 60
Cornmeal, gran., bags	6 00	6 10
Cornmeal, ordinary	3 85	3 90
Rolled oats	....	11 25
Rice, Siam, per 100 lbs.	13 00	13 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 20
Sugar—		
Standard, granulated	....	12 10
No. 1, yellow	....	11 60
Cheese, New Brunswick	....	0 32
Cheese, Ont., twins	0 33	0 34
Eggs, fresh, doz.	....	0 90
Eggs, case	....	0 65
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	....	0 60
Butter, tub	....	0 58
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American clear pork	58 00	63 00
Beef, corned, 1s	4 55	4 90
Tomatoes, 2½s, standard case	....	4 20
Raspberries, 2s, Ont., case	4 40	4 45
Peaches, 2s, standard, case	7 25	7 35
Corn, 2s, standard, case	....	3 75
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 23	0 23½
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	3 75
Onions, Can., 100-lb. bag	....	6 00
Lemons, Cal.	6 00	8 00
Oranges, Cal., case	6 50	7 00
Grapefruit, Cal., case	....	6 25
Apples, Western, box	4 00	4 50
Bananas, per lb.	0 09	0 10
Grapes, Malaga, keg	11 00	13 00

CATALOGUES and BOOKLETS

NEW TRANSFER CARD

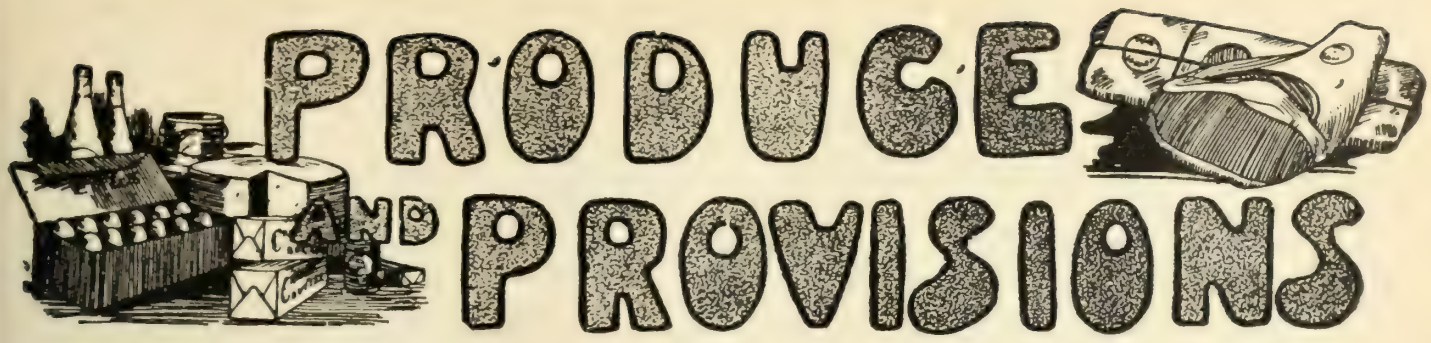
The St. Williams Fruit Preservers, Limited, have recently issued an attractive window transfer display card for grocers. It is about 16 in. by 7½ in. in dimension, and is printed in colors showing the natural colors of the labels on their preserve jar and marmalade tin. Directions on the back show how the transfer card is put on the window so that it will show up from both inside the store and from the street. Maclure and Langley, selling agents, Toronto, are distributing these cards among the

NO STOPPING PLACE FOR ADVERTISING

Probably the greatest single item in effective advertising is persistence.

One chewing gum manufacturer, who expends $3,000,000 annually in all kinds of advertising, is thoroughly convinced that persistence is essential.

"Nevertheless," he says, "I feel there can be no stopping place. What has been accomplished could be dissipated in a couple of years, were we to stop advertising or any other sales efforts—it would go almost over night, if we did not stay 'right on the job.'"



U. S. Packers' Operations Restricted

Agree to Sell Grocery Interests—Stockyards, Etc., Will Retire From Retail Meat Trade—Cold Storage Activities and Fish and Fruit Canning

THE United States anti trust suit begun against the five large American packing plants known as the Big Five, has been compromised under an agreement whereby the packers will in future largely restrict their operation and will confine themselves in the future to the meat and provision business.

An injunction decree, to which the packers have acceded, will be entered into the Federal Courts to make the agreement binding. Under its terms the five premier packing houses in the United States—Swift, Armour, Morris, Wilson and Cudahy—have agreed:

To sell under supervision of the United States District Court, preferably to the live stock producers and the public, all their holdings in public stock yards.

To sell, under the same supervision, and in like manner, all their interests in stock yard, railroads and terminals.

To sell, under the same supervision, and in like manner, all their interests in market newspapers.

Dispose of all their interest in public cold-storage warehouses, except as necessary for their own meat products.

To dissociate themselves forever, with all "unrelated lines," including wholesale groceries; fresh, canned, dried or salt fish; fresh, dried or canned vegetables; fresh, crushed, dried, evaporated or canned fruits; confectioneries, syrups, soda water fountain supplies, etc., molasses, honey, jams and preserves; ices, sauces, relishes, etc., coffee, tea, chocolate, cocoa, nuts, flour, sugar, rice and cereals (with an exception to be noted); bread wafers, crackers, biscuits, spaghetti, vermicelli, macaroni, cigars, china, furniture, etc.

To abandon forever the use of the branch houses, route cars and automobile trucks, comprising their distribution system, for any other than their own meat and dairy products.

Way Open For Further Restrictions

To submit perpetually to the jurisdiction of the United States District Courts, under an injunction forbidding all the defendants from directly or indirectly maintaining any combination or conspiracy with each other, or any other person or persons, or monopolizing or attempting to monopolize, any food products in the United States, or indulging in any unfair and unlawful practise.

The decree further provides the jurisdiction is perpetually retained by the courts for the purpose of taking such other action, or adding at the foot of the decree such other relief, if any, that may become necessary or appropriate for the carrying out and enforcement of the decree or for the purpose of entertaining at any time hereafter in the application which the parties may make with respect to this decree.

Two years are given to comply with the decree, which affects 87 corporations and 49 individuals.

This compromise cannot well be considered a victory for either party, though perhaps the Government has achieved the most. It is certain too that the Packers have in certain instances lost items of business that showed them little profit, though in other instances they have been compelled to surrender a good deal. It is to be remembered too that although all but one of these firms are represented by strong organizations in Canada that this ruling has no bearing on these. This is true not alone because of the lack of jurisdiction of the American courts on this side of the line, but to the fact that practically none of the restrictions imposed would have any bearing on the operations of the Canadian branches. Though there have been some noisy charges that the packers controlled the Stockyards, no vestige of proof has ever been introduced to establish the contention, whereas there have been very definite denials on the part of all the packers. The plants in Canada do not operate their own cars. They have no connection with market newspapers nor do they own any interest in cold storages other than those definitely associated with the plants. They have not entered into competition with the wholesale grocer, and have indeed devoted themselves practically exclusively to the development of a strictly packing house business, plus the selling of butter, eggs and cheese. In one or two instances there is some slight business in canned meats and vegetables, but this is the only place where the American plants in Canada or the strictly Canadian plants have overstepped the rule laid down by the wording of the compromise. The feeling against the packing house as it existed in the United States is in no way justified in this country, at least on the same basis, for the companies here have adopted a policy of attending strictly to their own business.

INVENTORY A SERIOUS ANNUAL DUTY

(Continued from page 32)

ness—a most salutary thing to know—and not only can you plan intelligently for the future, but believe me, you will.

All These Experiences I Have Had

I know all about it, for I have been there. I inventoried my business after I had come into its control and run it for a year, with the determination that I would get on the inside of every value, Result was that I showed net earnings of $180—$15 per month. On a total capital of $8,000, half of which I owed; this showed me 2¼ per cent. On sales of some $30,000, this indicated net profits of 3-5 of 1 per cent. It was just plumb discouraging. Yet I went on. I had to go on. I stuck to my plan of figuring values during the entire 21 years I had the store. And the plan won. For I never fooled myself—if I do say it—as I shouldn't.

As the years passed, I found in my inventory each season more than my books indicated I had. Was not that a better idea than to work it so I found less than I thought? It sure was.

Nothing you have ever done will return you as liberal and certain dividends.

Happy New Year!

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 22—Produce markets have been ruling with a fairly steady undertone this week and with fewer changes than usual. New-laid eggs have been very scarce and are selling from $1 to $1.10 per dozen. Poultry prices are higher, turkeys being 53c per pound and they will probably be higher before the week-end.

Pork is Firmer; Steer Cuts Higher

Montreal.

FRESH MEATS.—Prices are firmer on fresh pork, the meagre supplies being picked up at around $17 for select live-weight hogs.

The price basis for steers is a firmer one, and, in fact, advances have been made for hind and front quarters, and loins, of one to two cents per pound.

FRESH MEATS—		
Hogs, live (selects)	16 50	17 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	25 00
Country dressed	23 50	24 00
Fresh Pork—		
Leg of Pork (foot on)	....	**0 31½**
Loins (trimmed)	....	0 35
Loins (untrimmed)	....	**0 32**
Bone trimmings	0 18	**0 21**
Trimmed shoulders	....	**0 25**
Untrimmed	....	**0 23**
Pork sausage (pure)	....	0 23
Farmer sausages	....	**0 18**
Fresh Beef—		

(Cows)			(Steers)
$0 19	$0 22	..Hind quarters..	$0 28
0 12	0 14	.Front quarters.	0 17
....	0 27	..... Loins	0 38
....	**0 22**	. .... **Ribs**	**0 25**
....	0 12	.... Chucks	0 14
....	0 18	.... Hips	0 19

Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	**0 18**

Plenty of Bacon Sold on Held Basis

Montreal.

CURED MEATS.—The movement of bacon has been an active one, and while the undertone is little different than it was a week ago, the price basis is not any stronger.

Hams—		
Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	....	0 35
12-14 lbs.	....	0 36
14-20 lbs.	....	0 35
20-25 lbs.	....	....
25-35 lbs.	....	0 30
Over 35 lbs.	....	0 28½
Boneless (for slicing), 4c advance over above prices.		
Bacon—		
Breakfast	0 39	0 50
Cottage Rolls	....	0 32½
Picnic Hams	....	0 27
Barrel Pork— —		
Canadian short cut (bbl.), 25-35 pieces	....	56 50
Clear fat backs (bbl.), 40-50 pieces	....	64 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	30 00
Mess Beef	....	23 00
Bean Pork	....	53 00

Cooked Ham Leader In Prepared List

Montreal.

COOKED MEATS.—In the prepared meat list, cooked ham is the active seller, and prices are unchanged.

Butter a Seller at Maintained Basis

Montreal.

BUTTER.—Demand for butter continues brisk. There is no price change this week, and there is little butter coming to hand.

Good Cheese Stocks And Prices Unchanged

Montreal.

CHEESE.—The market is seasonably active, from a domestic sale standpoint, and the supplies are fully ample to meet all needs.

Firmer Lard Basis With Tierces at 30c

Montreal.

LARD.—Movement of lard has been heavy, and under the increased demands of the trade prices have ruled higher, some asking 30c per lb., on the tierce basis.

Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs., per lb.	0 30	0 30½
Pails, 20 lbs., per lb.	0 29¾	0 30¾
Bricks, 1 lb., per lb.	0 31	0 32½

While Demand is Fair Shortening No Higher

SHORTENING—

SHORTENING.—The sale is fair for shortening, but demands are not excessive. Prices have continued to rule without change.

No Margarine Change; Demand Might Improve

Montreal.

MARGARINE.—Movement of this is still lighter than the trade would like to see, and despite the high price asked for butter, consumers do not appear to to utilizing the substitute as extensively as they were expected to.

MARGARINE—		
Prints according to quality, lb.	0 37	0 39
Tubs, according to quality, lb..	0 31	0 34

Lighter Receipts of New-laid Eggs

Montreal.

EGGS.—Prices of new-laid eggs have been firming during the week, and while it is stated that all kinds of prices are being paid for strictly select stock, the trade range of prices is from $1 to $1.10 per dozen. The demands are much larger than the available supply.

EGGS—		
No. 2	....	0 55
No. 1	....	0 58
Selects	0 65	0 66
New laids	1 00	1 10

Turkey Prices Higher; Very Active Selling

Montreal.

POULTRY.—Prices are very firm on all grades of poultry, and, in view of the depletion of best grades, quotations are changing almost daily. The basis for select turkeys is higher, 53 to 55c per lb. being asked for these, and with probability of prices going higher.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 42	0 44
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 38
Turkeys (old toms), lb.	....	0 48
Do. (young)	0 53	0 55
Geese	....	0 32
Old fowls (large)	....	0 34
Do. (small)	....	0 30

(Buying Prices)	Live	Dressed
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 33	0 34
Geese—		
Young	0 23	0 26-0 28
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 32-0 33	0 37-0 40

Oyster Supply Less; Frozen Fish Active

Montreal.

FISH.—The severe storms of the past few weeks have interfered with the supplies of oysters coming to hand here, and one importer stated to CANADIAN GROCER that, whereas he received about 100 gallons per day, ordinarily, he had received but one-fifth of this quantity during the past few days. The very cold weather conditions on the coast are responsible.

ONTARIO MARKETS

TORONTO, Dec. 26.—Fresh meats were offered at slightly higher figures this week, the demand for the Christmas trade being the reason. Other lines of produce were unchanged and strong; butter, cheese and eggs, all holding at high figures.

Fresh Meats Are Slightly Higher

Toronto.

FRESH MEATS.—Some very high-priced beef was shown for the Christmas trade. It was mostly prize stuff from the Fat Stock Show. The heavy demand for meats for the Christmas trade boosted values somewhat. Loins of pork

sold up to 37½ cents. Hind quarters of beef were from 22 to 30 cents per pound. Calves are 29 cents per pound, and spring lamb is unchanged at from 22 to 27 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.	....	16 50
Live, fed and watered, per cwt.	16 25	16 50
Live f.o.b., per cwt.	....	15 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28
Loins of pork, lb.	0 35	0 37½
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 22	0 24
New York shoulders, lb.	....	0 24
Boston butts, lb.	....	0 30
Montreal shoulders, lb.	....	0 25
Fresh Beef—from Steers and Heifers		
Hind quarters, lb.	0 22	0 30
Front quarters, lb.	0 12	0 20
Ribs, lb.	0 18	0 32
Chucks, lb.	0 12	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 20	0 29
Spring lamb, lb.	0 22	0 27
Sheep, whole, lb.	0 12	0 16
Above prices subject to daily fluctations of the market.		

Provisions Steady and Firm

Toronto.

PROVISIONS.—No changes are reported in provisions this week.

Hams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle prices range about 2c per pound ing, per lb.	....	0 44
below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00
Above prices subject to daily fluctuations of the market.		

Moderate Inquiry For Cooked Meats

Toronto.

COOKED MEATS.—There is only a moderate demand for cooked meats, and quotations are unchanged.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	....	0 55
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Creamery Butter is Very Strong

Toronto.

BUTTER.—The market continues very strong for creamery butter, at from 67 to 70 cents per pound to the trade.

BUTTER—		
Creamery prints (fresh made)	0 67	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.	....	0 56

Egg Quotations Are Unchanged

Toronto.

EGGS. — The egg market is very strong, with little likelihood of easier prices for some time to come. Selects are 63 to 65 cents per dozen.

EGGS—		
No. 1 storage, doz.	....	0 61
Selects	0 63	0 65
Special new laids, in cartons	0 90	0 95
Prices shown are subject to daily fluctuations of the market.		

Lard Has an Active Demand

Toronto.

LARD. — The market for lard is steady, with a very heavy demand for the product.

LARD—		
Tierces, 400 lbs., lb.	0 29	0 29½
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

Fresh Whitefish at 25 Cents Per lb.

Toronto.

FISH. — There was some fresh fish offered this week on the Toronto market, the milder weather permitting the catch. It is selling at 25 cents per pound, and fresh herring is quoted at 12 cents. Trout is also quoted at 25 cents. Other lines are steady and unchanged.

FRESH SEA FISH.

Cod Steak, lb.	....	0 14
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 12
Halibut, chicken	....	....
Do., medium	....	....
Fresh Whitefish	....	0 25
Fresh herring	....	0 12
Flounders, lb.	....	....
Oysters, No. 1 can	....	3 40
Do., No. 3 can	9 50	9 80
Do., No. 5 can	....	16 00
Blue Point oysters, 800s	....	15 75
Do., 1000s	....	14 00

FROZEN FISH

Salmon, Red Spring	....	0 25
Do., Cohoe	0 20	0 22
Do., Qualla	0 14	0 15
Halibut, chicken	....	0 20
Do., medium	....	0 22
Do., jumbo	0 19	0 20
Whitefish, lb.	0 10½	0 12½
Herring	0 05	0 09
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18

FRESH LAKE FISH

Lake herring, round lb.	....	....
Do., dressed, lb.	....	....
Trout, lb.	....	....
Whitefish, lb.	0 14	0 16
Do., dressed	....	0 18
Pickerel, dressed	....	....
Mullets, lb.	....	....
Fresh pickerel	....	....
Ciscoes	....	....
Pike	....	....
Fresh mackerel	....	....

SMOKED FISH

Haddies, lb.	0 12	0 14
Fillets, lb.	....	0 17
Kippers, box	....	2 50
Bloaters, box	....	2 60
Ciscoes, lb.	....	0 18

Turkeys Sell Up to 60 Cents Per lb.

Toronto.

POULTRY—Christmas turkeys sold to the trade as high as 60 cents per pound. They were in heavy demand. Geese sold up to 38 cents per pound, and spring chickens were from 28 to 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 35	-$0 55
Do., young, lb.	- 0 35	- 0 45
Roosters, lb.	- 0 14	- 0 19
Fowl, over 5 lbs.	- 0 25	0 30
Fowl, under 3½ lbs.	- 0 22	- 0 28
Ducklings, 3½ lbs. up	- 0 25	- 0 30
Geese	- 0 18	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 20- 0 22	0 26- 0 30

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	....	0 32
Do., light	0 20	0 28
Chickens, spring	0 28	0 35
Ducklings	0 28	0 34
Geese	0 27	0 30
Turkeys	....	0 60

WINNIPEG MARKETS

Hogs Are Quoted 50 Cents Higher

Winnipeg.

HOGS.—The hog market shows an advance of 50c per hundred lbs.

Pork—		
Selects	....	16 00
Lights	14 00	14 50
Heavies	....	14 00
Sows	....	12 00
Sheep and Lambs—		
Good lambs	....	13 75
Medium lambs	....	10 50
Good sheep	9 00	10 00
Steers—		
Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows—		
Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25

Cheese Market Is Very Firm

Winnipeg.

CHEESE.—The cheese market is very firm. There is only a slight advance noted of one-half cent per pound in Ontario cheese.

CHEESE—		
Ontario, large	....	0 33½
Do., twins	....	0 34
Do., triplets	....	0 34½
Manitoba, large	....	0 31
Do., twins	....	0 32
Ontario Stilton	....	0 35½

Margarine is One Cent Higher

Winnipeg.

BUTTER.—An advance of one cent per pound is shown on oleomargarine.

Finest creamery butter, per lb.	....	0 70
Do., solids	....	0 68
Choice prints	....	0 67
Choice solids	....	0 68
Dairy, finest, prints	0 68	0 69
Choice prints	0 64	0 65
Margarine, 1-lb. prints	....	0 38½
Do., solids	....	0 37

Lard Advances One Cent Per Lb.

Winnipeg.

LARD.—Lard shows an advance of one cent. per lb. in one pound cartons only.

LARD—	
1-lb. cartons	0 [illegible]
3-lb. tins, 20 to case	20 10
5-lb. tins, 12 to case	20 02
20-lb. tins, 1 to case	26 30
20-lb. wood pails, each	7 00
Tierces	0 32½

Eggs Are in Heavy Demand

Winnipeg.

EGGS.—Eggs are very scarce, with a heavy demand. Prices are unchanged, but very firm.

EGGS—		
Fresh, cartons	0 68	0 70
Candled	0 60	0 62
Bulk	0 57	0 59

WESTERN ONTARIO DAIRYMEN CONVENE

The fifty-third annual convention of the Dairymen's Association of Western Ontario will be held in London, Ont., Wednesday and Thursday, January 14 and 15. The convention will be held in the Masonic Hall.

Indications Point to High Potato Prices

Rot and Frost Have Worked Havoc in Some Centres—Rural Quebec Said to Have Good Crop—Carlot Prices Already Doubled Since Opening of Season—Seed Will Bring Record Prices

THAT potatoes will rule high, and that they may, perhaps, attain record levels, is the opinion of Thos. Ward, of Joseph Ward and Co., wholesale grocers, and importers of potatoes, Montreal. "Already," said Mr. Ward to CANADIAN GROCER, "the price, per bag, delivered to the car, is almost double what it was at the beginning of the season; actual prices are now around $2.25 per bag, whereas they were $1.10 to $1.25 in the earlier part of the season. I would not be surprised to see potatoes go to any price, even as high as $4 by spring."

Mr. Ward bases his contentions upon facts that have come to his attention recently. In the first place, he states, there has been much rot in potatoes grown in Montreal district; Ontario has had a rather poor crop, and Manitoba, and parts of the West, had much of their production overtaken by early and severe frosts, making the supply short in most sections of Canada. Rural Quebec—and particularly east of Quebec City, has had a good crop, but this is in active demand, and much of it, Mr. Ward asserts, is going to the United States. He figures, therefore, that there will be a shortage, and which apparently cannot be made up. As a consequence, the farmers will hold their supplies for high figures, and Mr. Ward believes that seed potatoes, especially, will sell at record prices next May.

A. Lalonde, another large dealer, stated to CANADIAN GROCER that the outlook suggested high prices. Mr. Lalonde made the observation that some of the supplies were non-keepers, and that there would be loss from this source. Then, again, the farmers would not sell, with a promise to deliver, at this time. While $1.25 was a good price to the farmer awhile ago, he did not now so consider it, and was keeping his supplies.

Asked as to the possibilities of getting New Brunswick stock through in large quantities, Mr. Lalonde did not think that these, when received, could be sold excepting for high prices. Transportation, also, is not always available for moving stock.

Mr. Lalonde thought, from the best advices he has received, that there had been an average good crop in Quebec province—bigger than last year in some districts.

NEW DEHYDRATING PROCESS PRESERVES FOOD INDEFINITELY

A new method of dehydrating food, by which eggs, meat, vegetables and fruit can be preserved in their original condition, retaining all nutritive values and appearance of freshness, was demonstrated by Dr. K. George Falk, of the Harriman Research Laboratory, before the American Chemical Society recently.

Dr. Falk had samples of beef, potatoes, cabbage, fish, eggs and other foods that had been dried by the new process four years ago. When these products are soaked in water and cooked, he said, it is impossible to tell them from fresh food.

Dr. Falk's process is based on vacuum drying. Experiments have been made for several years at the industrial chemistry laboratory of Columbia University.

Care Needed

"In the dehydration of meats," says Dr. Falk, "the temperature must be kept below the point at which the proteins coagulate, for if there is too low a temperature, the process of dehydration will be unnecessarily prolonged, with the result that often spoilage will occur and the overhead cost will be greatly increased. It is possible to solve this problem of dehydration by the use of a suitable vacuum drier, in which the meat or other food product is introduced after having been cut in pieces of suitable size, and kept in the vacuum at a temperature which is below that of cooking, or which makes any appreciable change."

THE GROCER'S SIDE OF THE CASE

"To-day, I am selling butter at 64 cents per pound, and making the same on a pound as I did when it was 32. Eggs are 70 cents; I made as much on a dozen when they were 22 cents, and if an egg or two were broken in delivery it did not amount to much. Last week, out of a dozen eggs sent out by accident, seven were broken, which I had to replace; and I had them in a carrier also, that was worth forty or fifty cents."

QUEBEC PROVINCE NEWS

Gideon Miller, of the Gideon Miller Company, Toronto, visited Montreal last week.

R. W. Gould has succeeded W. P. Hughes as secretary of the Montreal Board of Trade.

C. Ritz, manager Robin Hood Mills Ltd., Montreal, spent the holidays at his home in Mitchell, Ont.

R. Whiteway, of the Annapolis Valley Cider Co., Annapolis, N.S., called on the Montreal trade last week.

J. W. Meyers, of the Peterborough Cereal Company, Peterborough, Ont., was a Montreal visitor last week.

D. O. E. Denault, of the Denault Grain and Provision Co., Sherbrooke, Que., was in Montreal last week.

Mr. Austin, general manager of the Interprovincial Flour Mills, Strome, Alberta, was in Montreal last week.

S. G. Bendon Utility Company, Montreal, have removed from 30 St. Francis Xavier Street, to 211 St. Nicholas Building.

S. G. Bendon Utility Co., Montreal, have been appointed selling agents for Canada and Newfoundland for Louisiana and Texas Rice Distributing Co.; Suffolk Peanut Co., and Delidieux and Mayo Co., Inc., New Orleans.

W. P. Hughes, secretary of the Canadian Manufacturers' Association, Montreal, has resigned. CANADIAN GROCER understands that Mr. Hughes will enter business on his own account, probably wholesale exporting of produce.

While en route to Montreal for the purpose of giving advice concerning the plans of his company, the L. R. Steel Company, Incorporated, of Buffalo, relative to the erection of stores to be operated as a chain proposition, Jacob N. Steel, 45 years of age, died on the train as he was nearing Montreal. The late Mr. Steel was an architect, and the cause of his death is assigned to pneumonia.

LARGEST WHOLESALE MEN DOUBLE UP

Austin, Nichols & Company, of Brooklyn, N. Y., reputed to be the world's largest wholesale grocers, announced today the purchase of the William M. Hoyt Company, of Chicago, one of its largest competitors.

ROOSEVELT'S SONS TO RUN COFFEE HOUSE

The sons of Theodore Roosevelt are going into the retail coffee trade. They will form a corporation to take over and manage an existing establishment of this nature in New York.

In the application for charter the directors are given as Theodore, Archibald and Kermit Roosevelt, Dr. Richard Derby and Philip J. Roosevelt.

"We have a chance to make some money," said one of the directors, "and that's the whole explanation."

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL

The Day's Big Catch

Here is one of Connors Bros.' fishing smacks, loaded with the day's big catch awaiting to unload.

Tons of fine fish are brought in each day to be carefully selected and processed in a most up-to-date factory where absolute cleanliness in preparation has made "Brunswick Brand" celebrated for purity.

This is the second of a series of nine advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing **Brunswick Brand** celebrated fish foods. Watch for them each week.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Oleomargarine Sales are Increasing Daily

Because the merits of this wholesome and economical product are becoming so universally known. But Our Consistent Publicity Makes EXTRA SPECIAL Demand for

Swift's Premium Oleomargarine

Our advertising not only points out the purpose and advantages of Oleomargarine, but is driving home the *Name,* "Swift's Premium." Thousands of housewives have already been convinced why it pays to use only "Swift's Premium," and many more are daily insisting on this famous brand in preference to all others.

This Means Steady Repeat Business

for every dealer who links up with our advertising by featuring Swift's Premium Oleomargarine in counter and window displays.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License No's. 13-170, 171, 172)

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Announcement

Temporary Delay in Shipments

DUE to the recent storm considerable damage was done to our plant, causing delay in shipments to our customers.

We very much regret the inconvenience you may have suffered, but we assure you that every effort is being made to make the necessary repairs as speedily as possible.

It is confidently anticipated that the plant will be running again at full capacity shortly.

The Canadian Salt Co., Limited
WINDSOR, ONT.

Veribest
TRADE MARK

Armour's QUALITY PRODUCTS

Easy to Sell

Armour's "Veribest" Ham

"The Ham What Am"

The Famous Ham in the Stockinet Covering

All the delicate flavor developed by Armour's special cure is retained and intensified by the Stockinet Covering. The most economical of all meat foods because it has so little waste and lends itself to such a wide variety of tasty dishes. None but the choicest hams are used—every ham Canadian Government inspected.

It is easy to sell Armour's "Veribest" Ham. Highest excellence guaranteed by the Armour Oval Label. Tell your customers about "The Ham What Am."

For information regarding Armour Quality Products, write your nearest Branch House or direct to us.

ARMOUR & COMPANY

General Offices and Plant:
Hamilton, Ontario

Branch Houses:
Toronto, Montreal
Sydney, N.S. St. John, N.B.

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c
WELL ADVERTISED
Write us or ask your jobber for trade prices.

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

ROLLED OATS
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

Write for prices of Oat Feed, Shorts and Hominy Feed

The Parkinson Cereal Co.
THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son
311 King Street East
TORONTO

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK. - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Big Advertising Campaign In Progress!

Are you getting your share of the trade?

OXO Cubes are being pushed by one of the strongest and most original advertising campaigns ever launched in Canada.

This advertising is selling OXO Cubes by the million, and every day that passes witnesses a big increase in the sales. Take advantage of this universal demand and let us help you to get your share of the trade.

The Cubes that sell!

OXO CUBES

Oxo Limited

Montreal **Toronto** **Winnipeg**

KING GEORGE'S NAVY

CHEWING TOBACCO

—the best liked "chew" in Canada

When you find veteran tobacco chewers asking for "KING GEORGE'S NAVY," it is sure evidence of its customer-pleasing quality.

There are many chewers in your community who would appreciate KING GEORGE'S NAVY.

And the profits are real good.

Rock City Tobacco Co., Ltd.

THEY STOP THE LEAKS

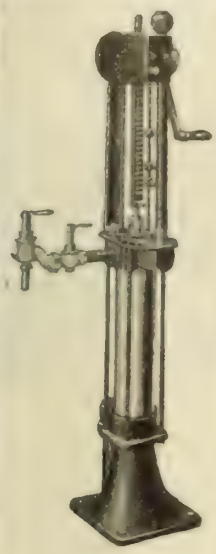
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

BOWSER Oil Storage Outfits

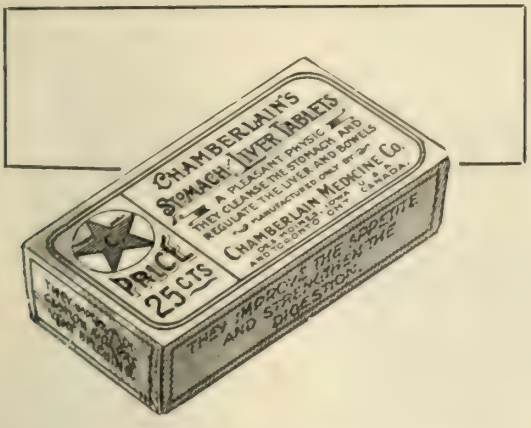
you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

S. F. BOWSER COMPANY, Ltd.
66-68 Fraser Ave., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL

BOWSER SENTRY GASOLINE PUMP


CHAMBERLAIN'S
STOMACH & LIVER TABLETS
A PLEASANT PHYSIC
THEY CLEANSE THE STOMACH AND REGULATE THE LIVER AND BOWELS
MANUFACTURED ONLY BY
CHAMBERLAIN MEDICINE CO.
TORONTO, IOWA CITY, U.S.A. CANADA.
PRICE 25 CTS
THEY IMPROVE THE APPETITE AND STRENGTHEN THE DIGESTION.

There are a number of Chamberlain Remedies. Send for our price list. You'll find them quick sellers.

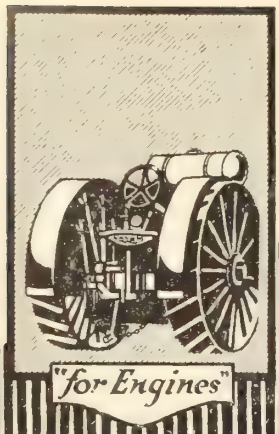
Chamberlain's Family Remedies

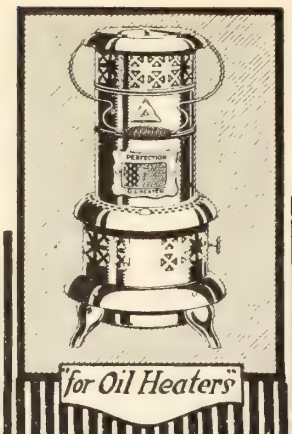
Dependability and good profits are two good reasons why you should sell Chamberlain's Family Remedies.

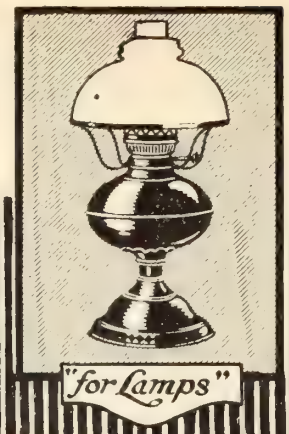
These popular medicines are known everywhere and appreciated for their purity and curative properties.

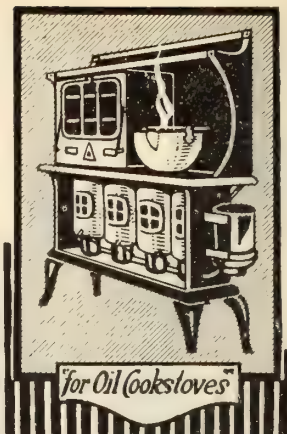
Free from harmful drugs, their action is most natural and effective. Try a sample order.

Chamberlain Medicine Co., Ltd.
TORONTO









BETTER THAN OTHER OILS —YET SELLS FOR LESS

THERE'S no better stronger selling combination in an oil than this! **Better quality — lowest retail price.** What more could the consumer want or ask for? Certainly every customer who buys coal oil for heat, light or power wants the best—and at least cost.

Imperial Royalite Coal Oil combines both features. It meets every test that can be applied to oil. It costs the consumer less per gallon. It is pure, high-grade coal oil, highly refined, exactly right for the oil heater, cookstove, lamp and for the farm tractor or stationary engine.

You pay less for Royalite than for other brands. Your profits are greater, because you will sell more individual gallons of Royalite than the higher-priced oils.

When you consider that Royalite surpasses any coal oil marketed in Canada, and would be cheap if sold at the higher price, you get an idea of its great selling qualities.

Imperial Royalite Coal Oil is always available. You can get it any time on short notice. It is advertised throughout Canada. It is the product of Canada's largest, best-known oil company, whose name stands for everything that is best in producing, refining and marketing.

Royalite is worthy of your constant recommendation.

IMPERIAL ROYALITE COAL OIL

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

Want More?
You Bet He Does!

You will never fill him up—but you can watch him growing daily in health and vigor when you give him plenty of

Wantmore
PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also "Wantmore" Salted Peanuts

R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA

Send for this cut to use when you advertise "Wantmore" Peanut Butter locally. It is gladly furnished free of charge.

Co-operation

In "Wantmore" Peanut Butter we are offering the public a high-class food product. In an extensive consumer advertising campaign we have made its quality known to the public. We rely on your co-operation to close sales. We are sure you will find that circumstances have made "Wantmore" Peanut Butter very easy to sell. Try a small order for a start.

WANTMORE
PEANUT BUTTER
The Best Spread for Bread

R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA

A New Year's Resolution

Among all your other good resolutions for 1920 let one be to stock your shelves with goods that will mean bigger and better business.

One of the best lines to assure real, steady profits is

Shirriff's **(True Seville) Orange Marmalade**

Everyone likes the delicious product, and it can be used in so many ways. Made from best of Seville oranges and pure cane sugar by experts in our well-equipped factories. There is no superior marmalade on the market.

Start the New Year right by placing your order to-day

IMPERIAL EXTRACT COMPANY, Toronto, Ontario
Selling Agents: HAROLD F. RITCHIE & CO., LTD. Toronto and Montreal

ROYAL ACADIA SUGAR

"EVERY GRAIN PURE CANE"

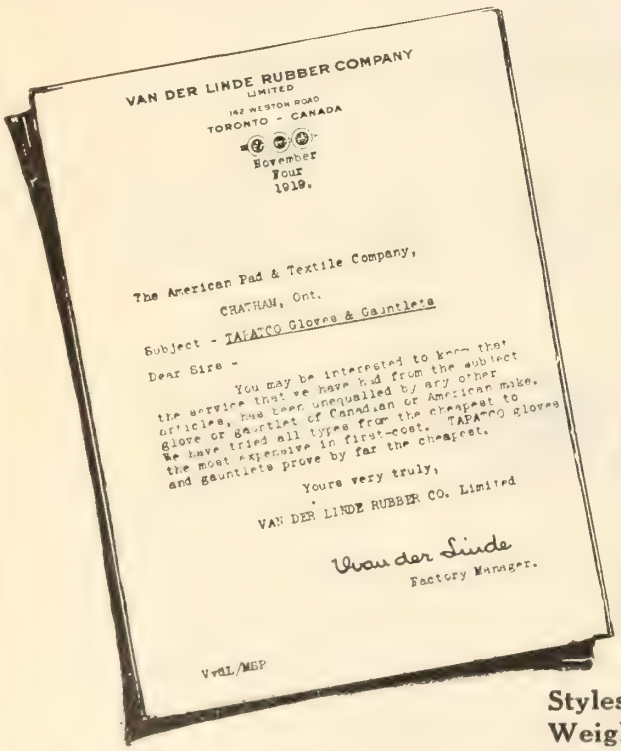
Every Grain Pure Cane

Discerning Housewives Prefer It

Nothing more need be said to convince you that Royal Acadia Sugar deserves your recommendation. Customers will appreciate your suggesting it.

Put up in 2 and 5 lb. cartons, 10, 20 and 100 lb. bags and ½ barrels and barrels.

The Acadia Sugar Refining Co.
Limited
HALIFAX CANADA


VAN DER LINDE RUBBER COMPANY
LIMITED
182 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,
CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs -

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

Yours very truly,
VAN DER LINDE RUBBER CO. Limited
Van der Linde
Factory Manager.

VvdL/MBP

When Users Give Such Praise Dealers Cannot Hesitate to Stock

MERCHANTS find a ready sale for Tapatco line—netting them splendid profits. Are you doing the business you should do in work gloves? Many dealers report immediate increase in glove sales after introducing these goods to their customers.

TAPATCO
REGISTERED TRADE MARK
BRAND

"Months of Wear in Every Pair"

Styles—Gauntlet, Knit Wrist and Band Top.
Weight—Heavy, Medium and Light.
Material—Leather Tip, Leather Faced, Jersey.

Gloves and Mitts in Tan, Slate or Oxfords.

The American Pad & Textile Co., Chatham, Ont.

YOU WILL BE PLEASED

with the high quality of your pastry and with the unsurpassing goodness of your cakes, pies, biscuits, if you use

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

REGAL FLOUR is a perfect flour; fine, smooth, always uniform in quality, rich and nutritious, because it is made with the choicest Canadian Wheat in the most modern mills in the world.

If you haven't yet tried REGAL FLOUR, try it today, we know that it will satisfy you in every way.

Sold by all grocers in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

Regal Flour

THIS WEEK we publish in every newspaper in the Province of Quebec the above advertisement for our celebrated

REGAL FLOUR

White and Pure as the Lily

representing the highest quality of flour. Regal Flour is strongly recommended for the baking of delicious and wholesome cakes and pastry.

Keep it in stock and take advantage of the demand we create by our intensive advertising.

Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.

St. Lawrence Flour Mills Co., Limited, Montreal

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
CENTURY SALT BEST FOR GENERAL USE
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Strawberry	$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 80
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

We are receiving now daily shipments of California Vegetables:

Celery
Cauliflower
Head Lettuce

Also Daily Shipments of

Hothouse Tomatoes

Wishing Everyone a Happy New Year

WHITE & CO.
TORONTO

It's Popular With the Trade

Grocers in all parts of the country are enjoying good sales of our XXX Self-Raising Flour, it's here to stay.

BRODIE & HARVIE'S XXX Self-Raising Flour

Will make delicious pastry, cakes, muffins, croquettes, etc. It's sure to please your trade. Be sure to recommend

Brodie & Harvie's XXX Self-Raising Flour
Order from your wholesaler.

Brodie & Harvie, Ltd., Montreal

Sixty Replies To One Condensed Advertisement

A. H. Mealing, who recently offered his grocery business in Orillia, Ont., for sale, decided on this most direct means of securing a buyer—he used the

Want Ad Page of Canadian Grocer

Result—60 replies to the one announcement and a most satisfactory sale.

To sell a business,
To purchase a business,
To sell a scale, slicer, cash or credit register or other fixture,
To buy a fixture,
To secure a manager or head clerk,

or for any other WANT you may have, send along your copy for the Condensed Advertisement Page.

Rates: 2c per word, first insertion and one cent per word each subsequent insertion; 5 cents extra per insertion to cover postage if replies are to be sent to box number in our care.

CANADIAN GROCER

143-153 University Ave. - - TORONTO

Registered

Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--BRIER
INDEX
BRITISH CONSOLS

Chewing--PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

B17

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

ON HAND

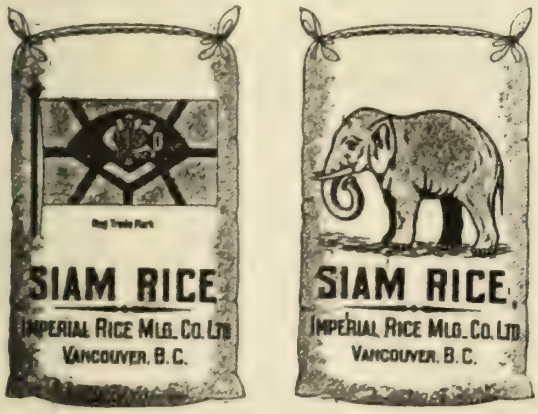
WILLOW CLOTHES BASKETS

Walter Woods & Co.

Hamilton and Winnipeg

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

So Good In Holiday Dainties!

Mapleine

The Golden Flavor

Delicious in puddings and pudding sauces—in fruit and nut cakes, frostings, dainty desserts.

It makes such good maple-tasting home-made candies.

There's nothing better on crisp, brown waffles than Mapleine Syrup—instantly made at a 50% saving.

Do you have a good stock on hand? If not, order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-490

GEORGIAN BAY APPLES

We Invite Correspondence for Fall and Winter Supplies.

LEMON BROS.

Owen Sound, Ont.

Sani-Flush

(TRADE MARK REGISTERED)

The Closet Bowl Cleaner

Sani-Flush does only one thing, but it does this one thing so well that it has become a staple article in millions of private homes and public buildings.

Do not recommend ***Sani-Flush*** for anything except cleaning water-closets. No matter how badly stained and incrusted a closet bowl may be, Sani-Flush will easily make it as white and sanitary as new. That's all ***Sani-Flush*** is intended to do. And that's enough to run the sales into millions of cans each year.

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes. 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	$5 50
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 50
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 47
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120—1c Milk Chocolate Sticks, 60 boxes in case	0 80

5c LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

W. K. KELLOGG CEREAL CO.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85

BRODIE AND HARVIES

XXX Self-Raising Flour, 6 lb. packages, doz.	$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (50 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50

BLACKWOODS'
BAKING POWDER

	Per doz.
8-oz. tins, 4 doz. to case	$ 1 50
12-oz. tins, 4 doz. to case	2 25
16-oz. tins, 4 doz. to case	2 50
Qt. Sealers, 1 doz. to case	5 00
3-lb. tins, 1 doz. to case	6 50
5-lb. tins, 1 doz. to case	10 50

CORDIALS

Black Cherry	St. Julien Claret
Mondego Port	Grape Vino
Hot Todd	Ginger Wine
Sloe Gin	Creme de Menthe

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

LIQUEURS

H. T. Special	Ginger
Creme deMenthe	Black Cherry
Hot Todd	Port
Grape	Claret
Sloe Gin	Trench Rum

Packed 1 doz. qts. to cs. Per cs. $6 35
Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDERS

Orange	Cherry
Peach	Loganberry
Lemon	Strawberry
Grape	Raspberry
	Blackberry

	Per doz.
Packed 24, 2½-lb. tins to case.	$7 20
Apple, pkd. 24, 2½-lb. tins to cs.	7 40

EXTRACTS

Blackwoods' Government Standard. All flavors. Per doz.—

2-oz.	2½-oz.	4-oz.	8-oz.	16-oz.
$1 75	2 00	3 25	5 75	11 25

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

2-oz.	2½-oz.	4-oz.	8-oz.	16-oz.
$2 25	2 60	4 25	7 50	14 00

OYSTER COCKTAILS Per doz

Packed 5-doz. 4-oz. botts. to cs. $0 85

OLIVES Per doz

Queens, packed 24, 8 oz. to cs.	$2 20
Queens, packed 24, 16 oz. to cs.	3 35
Pimento Stuffed, 24, 8 oz. to cs.	3 00
Pimento Stuffed, 24, 16 oz. to cs.	4 50

BLACKWOODS' DE LUXE PICKLES

Ozs.	10	16	18	20	Qts.
Sr. Mix	2.10	2.80	3.15	3.50	4.75
Chow	2.15	2.85	3.25	3.60	4.90
Onions	2.25	3.00	3.50	3.75	5.00
Gherkins	2.65	3.50	3.60	4.30	5.75
Sw. Mix	2.25	3.10	3.50	3.85	5.15
Sw. Onions	2.50	3.30	3.60	4.10	5.25
Sw. Gherkin	2.90	3.80	4.00	4.65	6.15

PICKLES IN TINS Per doz.

Sr. Mix, 2½-lb. tins	$3 25
Chow, 2½-lb. tins	3 40
Sw. Mix, 2½-lb. tins	3 50
Sr. Gherkin, 2½-lb. tins	4 25
Sw. Gherkin, 2½-lb. tins	4 50
Dills, 2½-lb. tins	2 50
Kraut, 2½-lb. tins	1 90

PICKLES IN BULK

Spring Top Gallon Jars

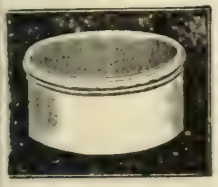
Sr. Mix	$1 15
Chow	1 25
Sw. Mix	1 40
Dills	1 00

Pails	1 gal.	3 gal.	5 gal.
Sr. Mix	$1 40	$3 00	$4 60
Chow	1 45	3 25	4 90
Sw. Mix	1 70	4 25	6 50

RELISHES Per doz.

Horse Radish, 10-oz. bottle	$2 40
English Picalilli, 8-oz.	2 25
East India Pickle, 8-oz.	2 25

BUYERS' MARKET GUIDE
Latest Editorial Market News



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The scarcity of good quality coffees on the Toronto market at the present time and the strong position of the primary markets indicates strong prices ruling on coffees for some time at least. Shipments, too, have been greatly delayed and some houses have very scant supplies on hand. Prices on spot have not shown any change, but are very strong at present levels. There is a very active inquiry in the face of comparatively small stocks.

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ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
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Hamilton, Ont.

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Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

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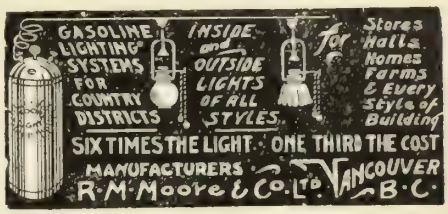
Phone 1577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Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc.

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EXPERIENCED LADY DESIRES POSITION in store. Village preferred. Apply Box 784, Canadian Grocer, 153 University Ave., Toronto, Ont.

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It Will Pay You

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Millions are using it in all civilized countries. Fully guaranteed.
Exclusive territories granted to responsible dealers or agents.
Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.

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For Grilled Soles and Fish dishes.

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SAUCE **ROBERT**
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SAUCE **MELBA**
For Sweet Puddings and Fruit dishes.

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PICKLES
Delightfully mild and appetising.

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Mons. Escoffier's own blending.

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MEAT and FISH PASTES

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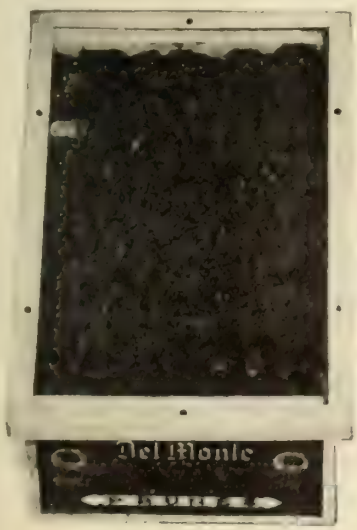
A.B.C. Code, 5th Edition.

Fiber Glass Display Covers Increase Sales

through better display, and during this period of high cost of dried fruits evaporation must be avoided as well as keeping out dust and dirt, and preventing loss by promiscuous handling.



Fiber Glass is a New Product. It is as tough as canvas, has all the good qualities of glass, but will not chip or break. All Fiber Glass Products have protecting metal frames, finished in blue gray enamel.

Fiber Glass Dried Fruit Covers

This illustration shows standard cover for 25-lb Dried Fruit Box. Same style made 12x18 1-2 for 50-lb. box, 14x22 for Cracker Box Cover.

Canadian Distributors:

Eby-Blain, Ltd., Toronto, Ont.
Johnson & Barbour, London, Ont.
Laporte-Martin, Ltd., Montreal, Que.
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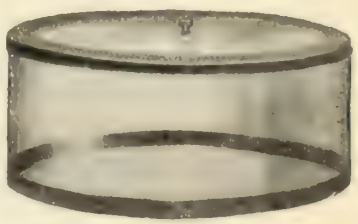
Fiber Glass Cheese Covers

ALL SIZES



Our 16x7 Round Cheese Cover, shown above, illustrates complete line made 16x7", 14x7", 12x7", 10x5", and 8x4". These 16x7" Fiber Glass Cheese Covers fit over 16" Cheese Cutter, and the weight is only 2 lbs., making it exceptionally easy to handle, as well as having breakage entirely eliminated Last for years.

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A good, reliable, easy-writing Canadian-made pencil is one of the war's contributions to the Canadian market. Look at the attractive counter display in which these pencils come to you.

The display contains half a gross of pencils and costs you only $2.40. Each pencil is priced to retail at 5c.

The display sells the pencils—you take in the profit. Write your wholesaler or direct to

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

Made of the best material of Illinois corn.

Handles of the best maple. All processes of manufacture carried out by expert workmen.

Make out your trial order from this list of quality products:

Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—A specialty.

The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

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Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

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You will find this big Red and Blue Package is a very rapid seller—a brand of Rolled Oats that is just a little better than the brand you've been selling.

Because it's semi-cooked and dustless, it cooks the quickest—that's one of the many reasons why the women folk invariably choose Quality Rolled Oats.

Try a sample order. Immediate delivery.

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flakes.

Canadian Cereal & Flour Mills Co., Limited

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In Glass Jars

For your better class of trade

These choice northern grown oysters are put up in the best way we know how. They are strictly a quality proposition.

Sealshipt Oysters in glass jars are packed to a standard and not to a price. A lower price would necessarily mean a lower standard of quality and pack. We will not cheapen our product.

Oysters are not a necessity. The frequency of purchase is determined by the satisfaction experienced by the consumer when eating them. Hence the necessity of a definite standard of quality.

Refrigeration is absolutely necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they **must not** be displayed as you would display canned goods or other bottled goods.

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